A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

June 6, 1966

U.S. POSTAGE 11c
VISIT THE USA
Egregio Sig.re Ing.
Antonio Di Lorenzo
Gerente
Piazza Grumento Nova 3
Milano, Italy
Dear Totonno
May 27-1966
This new 11¢ postal card, which came out today, is an appropriate reminder that we will be holding our International Managers' meeting in the United States instead of abroad this year.
Looking forward to seeing you and working with you and our colleagues from around the world.
Tom

International Trade Winds

Company News

CEMENT PLANT—Allis-Chalmers, Milwaukee, announces that a $600,000 contract has been received by its international division to build a cement clinker grinding plant for the Liberia Cement Corp. of Monrovia. The new plant, which will be constructed on the waterfront of the port, will include a complete grinding circuit as well as all electrical and auxiliary equipment for Allis-Chalmers.

MOTOR CONTROLS—Texas Instruments Italia S.p.A., subsidiary of Texas Instruments, Inc., Dallas, opened a new electrical and thermal controls plant at Aversa, Italy. TI Italia employs 500 people in the manufacture of electric motor protectors, switches, circuit breakers, thermal controls and precision electrical connectors.

PIANOS—Aeolian Corp., East Rochester, N.Y., has opened a new international division to handle marketing of the company's line of consoles, spinets, grands, and player-pianos. Fifty percent of the company's current export sales are player-pianos.

SURGICAL AND CLINICAL EQUIPMENT —National Aeronautical Corp., Fort Washington, Pa., has announced it will purchase Duprat, S. A., of Mexico City, a maker of surgical and clinical equipment.

TOURISM—Inter-Continental Hotels, New York, announces that Hotel Siam Inter-Continental will open June 10 in Bangkok. The hotel will be Inter-Continental's 32nd around the world. Other 1966 openings include the Hotel Dacca Inter-Continental in East Pakistan and Hotel Bali Beach, Bali, Indonesia.

ELECTRIC GENERATOR — IGE Export Division of General Electric Co. announces receipt of a $20 million contract to supply one of the largest single electric generating units ever ordered for Spain. IGE will furnish Iberduero, S.A., Bilbao, Spain, with a 380,000 kilowatt steam turbine-generator unit and other associated electrical and mechanical power generation equipment for Iberduero's Santurce Thermal Power Station.

Newsletter

$100,000 in printing machinery and $50,000 in milk trucks were sold by a member of the recent Fort Worth Trade Mission to Central America. The Commerce=approved mission member, acting as agent, also arranged distributorships for bulk fruit cocktail for Nicaragua and bulk pork and beans for canning in Panama. Two more missions will be sponsored by the Fort Worth Chamber in 1967.

31 "between shows" promotions are set for the Stockholm Trade Center May through August while the major industry marketing efforts are being put in place. Small displays between the big show dates give local reps of U.S. business extra sales support; trade missions and educational groups benefit too from using available Trade Center space.

Company representation normally taking two to four years to establish was accomplished in about a week at the U.S. exhibition at the Hanover Fair in May, according to BEC Pressure Controls Corp. BEC appointed agents for 11 countries, and Tempco Inc., Advance Design Associates and Burns Air King Corp. reported similar successes.

67,700 potential buyers of nuclear equipment in Europe are being urged to visit the U.S. exhibition at NUCLEX in Basel, Sept. 8-14. Three of the 17 technical meetings during NUCLEX will be chaired by top U.S. atomic industrialists. Congressman Chet Holifield, chairman of the Joint Committee for Atomic Energy, will be opening day speaker.

1200 buyers from 20 countries attended Plastics USA in the Frankfurt Trade Center last month. "We have been able to talk with a caliber of visitor we seldom see at some of the large international trade fairs," one U.S. manufacturer remarked.

"In the space of a few hours I have seen the top technical people from Fiat, Montecatini and Lancia," remarked a top U.S. industry representative at the Milan Trade Center Metal Finishing Show. "It is amazing." Most demonstration equipment is already sold and orders are being booked for later delivery.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

The 11-cent international air mail postal card was placed on sale, as its sender indicates on our cover reproduction, on May 27. The stamp is based on the insignia of Commerce Department's U.S. Travel Service. The four photos at left show America's attractions: the New York skyline, Miami Beach, Mt. Rainier and an Indian on horseback. One of the aims of the U.S. Travel Service is to induce the Milan businessman who receives the card to spend some extra-business days enjoying the tourist pleasures of the U.S.

International Commerce

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EXPORT CASE HISTORY

Small tractor is big hit

Titan Corp.'s 12-horsepower vehicle is boon to small farmers the world over

By FREDERICK PITTERA

Chairman, Titan Tractor Corp.

Our 12-horsepower air-cooled Titan Universal small-farm tractor is performing satisfactorily, or better, in the two-mile-high mountains around La Paz, Bolivia, in the deserts of Saudi Arabia, in the valleys and plains of Peru and Uruguay as well as in the rice paddies around Manila.

We didn't accomplish this overnight. It took six years of trials and tribulations and painstaking approaches.

We lived with the farmers and learned their languages. We contended with stiff European competition and the never-ending drive of the Japanese. And we were latecomers. Others had done it all before and even refined traditional American sales-promotion techniques. Financing methods so ingenious as to make c.o.d. and f.a.s. old-hat were in full force by our counterparts.

We at Titan combined some of the old-line selling techniques with those of our overseas counterparts and discovered that a fantastic, vast market for small-farm equipment is waiting for any manufacturer who can muster up the right amount of patience, understanding, innovation, imagination and determination to succeed. For example, some of our equipment was sold to the Federation of Sugar Cane Growers of Santa Cruz, Bolivia. After months of testing in the field, Federation officials concluded that the Titan small-farm tractor could perform certain tasks which larger tractors could not accomplish as efficiently or economically.

More and better

Feasibility studies revealed that the small sugar-cane grower could produce more sugar cane, free from undesirable weed growth, with the Titan 12-horsepower tractor. The difference was sufficient to meet annual payments for tractor and implements, making mechanization a self-sustaining catalyst for greater production from the soil and the instrument for building a better standard of living and a stronger national economy.

With such versatile equipment, it was possible to plow and till the soil, transport crops to central markets, use it for family transportation over rough terrain, attach pumps to bring water from distant sources, and—at night—generate electricity with a small inexpensive generator for light, appliances and even radio for weather forecasts, education and entertainment.

The selling factors were all present. However, two years passed before a 500-tractors order was placed with our company. The reason was obvious—the small farmer's meager once-a-year harvest was his only source of money. We had to create a program outside the available U.S. Government aid programs for financing and guarantees which the small farmer could meet. Unfortunately, he was not able to qualify under the provisions of those existing aid facilities with which nearly all American exporters are familiar.

This required some rather unique approaches. After a long time we were able to find a solution to the problem facing many developing nations today, particularly those who have over-extended their basic credits. The buyers readily consented to the payment of the annual premiums required under a credit indemnity insurance policy, which would guarantee payment to a lender over a five-year period. We found such a plan acceptable to an internationally prominent insurance company in London at a time when all other international insurance companies would not entertain more than three years.

How plan worked

Behind such a plan was a unique assembly of collateral by the buyers, working through their cooperatives and federations. Each farmer would pay 10% of his total obligation upon delivery of his tractor and simultaneously execute a promissory note and conditional chattel, a pledge of his land and term life insurance to the extent of his obligation. In addition, several of the largest sugar mills in Bolivia agreed to act as escrow agents for Titan, pledging a portion of the respective farmer's sugar-cane deliveries or accounts sufficient to satisfy the annual payment for the tractor. The pledge would be effective through the five-year payout period. Each farmer was under contract to the respective sugar mills to deliver his harvest of sugar cane and payment for the Titan tractor and implements would be deducted from the proceeds.

Of further import to the agricultural economy of Bolivia was the fact that the sugar-cane growers were planning to diversify their crops. Mechanization of

Company's experience reflected in articles

The Titan Corp.'s experience in developing and exporting its small-farm tractor has enabled Board Chairman Pittera, in the two articles on these pages, to describe the technical and marketing know-how hammered out in "trials and tribulations," and also to discuss the broader questions implied in the economic and social revolution in the developing nations.

Readers of INTERNATIONAL COMMERCE may recall that the July 9, 1962, cover included a picture of a camel pulling a plow in Jordan. The caption was "WANTED: GARDEN TRACTOR." Inside the issue was an article on the 450-million farmer market in the Near East and South Asia.

As a result of that article, about a dozen firms wrote to the Bureau of International Commerce expressing an interest in selling small tractors in the area. Some were manufacturers, others sought distributorships. Titan was one of those responding.

the small farmholdings could now make possible their entry into such small crops as peanuts for producing comestible oils, cotton and soya. Thus, by sheer determination and the cooperation of Bolivian officials, several insurance companies, the buyers and a private financial group, the Titan Tractor Corp. and its affiliated company, International Tractor and Implement Corp., a new market has opened for a U.S. company with prospects for sale of a few thousand tractors eventually.

On the other side of the world, Titan initiated a similar program. Saudi Arabia, whose income from agricultural activity is estimated at around 15% of the Gross National Product, has embarked on a program to assist small farmers. A distribution and service company has already been established in the capital city of Riyadh. Tractors, implements and spare parts are being delivered to that nation with prospects for substantial monthly deliveries as these units are assigned under the supervision of the agricultural ministry.

Arabian prospects

Saudi Arabia is a vast kingdom whose total area, including Al-Rub-Al Khali, is estimated at about 860,000 square miles, or roughly 1.5% of the total surface of the earth. With a small population of less than 4 million, Saudi Arabia is among the most thinly populated regions in the world. While only 7% of the earth's surface is believed to be suitable for agricultural production—of which about 60% is now used in the production of food—the cultivated area in Saudi Arabia is roughly 0.13% of the total land area of the country. The corresponding ratios in other selected countries are: United Arab Republic, 2.6%; Iran, 10%; Iraq, 17%; U.S., 24%; Lebanon, 26%; France, 39%, and India, 40%.

Apart from the Western mountain ranges which extend over the length of El-Hejas up to Yemen, most of Saudi Arabia consists of a vast plateau. In some mountain areas there is enough rainfall to support dry-farming. The salient factor concerning Saudi agriculture is the scarcity of water. With an average rainfall of less than four inches annually, agriculture is possible only on scattered oases and in the Asir highlands, where annual rainfall reaches ten inches. Hence, over 80% of cultivated lands in Saudi Arabia are irrigated and less than 20% are rainfed. The cultivated area is presently estimated at 245,000 hectares. The permanent agricultural labor force in five surveyed provinces, excluding the South, is estimated at 102,000 workers cultivating on the average 1.3 hectares per capita of agricultural occupation.

HIGH LEVEL TEST of Titan tractor is made by Gen. Barrientos of Bolivia's junta, 10,000 feet up.

With concerted efforts being made to discover underground water sources, agrarian reform programs are being stepped up to meet increasing demand for domestic consumption as well as for exports.

Titan tractors equipped with sickle-bar mowers, moldboard plows, seeder-planters, fertilizer broadcasters, insecticide sprayers, hay rakes, rotary tillers, cultivators and sun canopies have been found to satisfy nearly every present need for small farmers using the equipment under all conditions found in the country. Surveys reveal that more production is now possible with these small tractors at lower cost than was possible with slow hand labor and primitive tools.

The learning-time for operating the tractors has been found to be rather short. On the average, the tractors are worked from 12 to 15 hours per day. Maintenance is rather simple, particularly in view of the air-cooled Kohler engine which requires little or no care when compared to water-cooled and/or small-horsepower diesel engines—both of which have over-heating problems with continuous use. The Titan tractor utilizes internationally renowned components which may be easily found in remote areas of the world or may, in some instances, be interchangeable, thus precluding the necessity for a tractor to remain idle while parts are located.

In the Philippines, the Titan equipment was given maximum-effort tests on coconut plantations, plowing between the coconut trees where large tractors could not operate, in rice paddies and fording shallow rivers and climbing and descending steep embankments. All equipment functioned with excellent results—beating out German and Japanese competition for product and price.

A local financial institution arranged to offer our tractors with no down payment and three years to pay. A program is now under way with Western Equipment & Commercial Corp., our distributor, to provide small farmers as long as 10 years to pay for the equipment through rural agricultural banks. Tractors are being offered in the Philippines with special carburetor adaptors which permit the use of low-cost kerosene as well as gasoline for operation.

Before selling our first tractor we had spent some three years in researching markets around the world. We learned about the small farmer's needs by spending many hours in the field. Engineers

sifted through voluminous notes for data and specifications. Prototypes of all of our farm equipment were constructed and tested under all conditions.

The task of engineering a small-farm tractor which would be low in cost (under $1,000) and simple to maintain and operate was facilitated by the studies made throughout the world. Experiments were made with tractors ranging from 7 to 10 horsepower and with varying weight and cultivation (underframe) clearance. Garden tractors as we know them in America and in parts of Europe were completely ruled out as being impractical for any serious farming programs.

Thus, having achieved the ideal ratio of horsepower to weight, size and height, Titan engineers set about designing implements, tools and accessories that could provide maximum efficiency and output in conjunction with the basic tractor. Having accomplished this, our next task was to introduce our products throughout the Free World and thereafter to organize financing programs to fit local needs.

Perhaps the most important argument for small-farm mechanization is that as populations continue to grow at an alarming pace, food production will have to be increased in direct proportion or the world will suffer from crises far more tragic than it has experienced thus far. The market for farm equipment, particularly small-farm equipment, it may be concluded, is vast. It is the only hope of mankind.

Training

Teaching a native to operate a simple tractor after working with a hand hoe is not nearly as insurmountable as dealing with famine where there is a critical food shortage. Thus, it may be said that the handmaiden of small-farm mechanization embraces such other necessary programs as training, better use of fertilizers, improved seeds, proper crop rotation and, in some instances, irrigation.

The need for the all-important credit programs for farmers is far from being answered despite government-aid efforts in many countries. Millions of farmers are still landless. The over-all picture reflects, though pitifully small, some progress being made each year. Tractors and tools are being sold throughout the world. Some 80% of Great Britain's tractor production was exported last year. It is apparent, thus, that sales are being made.

A substantial slice of the world market is waiting for American exporters who are willing to face the challenge of innovation and creation of new selling methods and sometimes rather complicated, yet workable, financing schemes.

BETWEEN PHILIPPINE COCONUT PALMS goes this Titan tractor. The manufacturer has engineered the vehicle to equip it for all-around service in a variety of soils and under widely varying climatic conditions.

Tools, credit, know-how, market facilities, transportation are keys to developing lands' future

Farmers' aspirations tied to economic revolution offering opportunity, incentives for landless seeking place in sun

Among the diversified branches of economic activity, agriculture remains constantly subject to wide and irregular fluctuations of production. In the present state of knowledge there is no hope for eliminating or even reducing appreciably the effects of changing weather conditions on crop yields. Yet scarce water and land resources are more effectively placed under man's mastery and control through expansion of cultivated and irrigated areas, systems of rotation, use of fertilizers and technical aids with particular reference to small-farm tractors and agricultural tools.

But farm workers generally lack the skills required for the use of improved agricultural methods and for the introduction of new and better agricultural implements. And the land tenure system of most developing nations is characterized by small, privately-owned farm holdings operating largely on a subsistence margin. The marketing systems and operations are primitive, inadequate, and in most cases painfully nonexistent.

Almost every serious plan for economic development in the emerging nations of the world today has included some type of land or agrarian reform. No formula for the economic ailments plaguing such nations is so widely accepted—and yet none is so little understood. Few nations have benefited from properly understanding this modern-day vehicle for social and economic improvement. We see the landless farmers of the world looking to agrarian and land reform to assure them of food and shelter, when actually they seek something much broader and quite different.

They want the right of self-determina-

tion—a system that encourages free enterprise—one which affords the opportunity and incentive for the landless to provide for their own economic well-being and security.

The pressure for land reform must be seen for what it is—the pressure for a major reform in the government, the society, and the economy. Peaceful or violent, it is nothing less than a revolutionary movement.

What are the specific expectations of the poor farmers of the world?

1. *Economic security:* Of course, the landless see in the ownership of a piece of land a form of job protection and assurance that whatever happens they will, at least, have food and shelter.

2. *Political and social justice:* Through land ownership the landless hope for status in their communities, freedom to act and speak, the opportunity to see their children educated, and the right to share in control over their government.

3. *Use of resources in the broad public interest:* The landless farmers of the world are becoming increasingly aware that the way they live depends not simply on their own efforts, but also on total national production.

Dormant land

Too much of the world's land wealth is not used. Large estates often do not produce the harvests they could. Much virgin land has not yet been cleared. Without roads and markets land can add nothing to national production and wealth.

Supervised credit programs are an element of land reform in many of the developing nations.

However, interest rates may run up to 25 or 35%. Small farming cannot survive even under mechanized conditions with such exhorbitant rates.

Clearly, then, apart from technical aid to less developed nations, foreign aid must also consider adequate long-term credit for the small farmer in order to give meaningful effect to such assistance programs.

Must have help

Without outside help whether from the United States or from other booming Free World economies, the less developed nations of the world cannot survive the perils of critical food shortages as their populations continue to explode.

Without such assistance, violence, wrought from discontent and famine, will most assuredly erupt. In a speech delivered in 1964 in Wisconsin, Secretary of State Dean Rusk aptly set forth this nation's policy when he said:

"We have a vital interest in keeping the less developed countries within the Free World. This requires not only that they be protected against aggression, direct or indirect, but that they make economic and social progress. And this in turn requires that they receive help—help in education, help in acquiring a wide range of administrative and technical skills, and, except for a few rich in natural resources, help in the form of capital."

MECHANICAL 'SHIP OF THE DESERT' is admired on display grounds in Saudi Arabian capital city of Riyadh. People of Arab lands have a deep interest in equipment, methods which multiply soil's yield.

Progress in land and agrarian reform will be slow. For the peasant farmer of the developing areas of the world, a piece of land is only a partial answer to his grave problems. He will need proper equipment and tools, sources of credit, technical advice, transportation and market facilities in order to make land ownership more meaningful.

Farmer is key

Too little is known, at first hand, about the farmer himself, the key factor in the democratic and planned revolution that is under way in many countries today. Little is known about his personality, motivations and attitudes, or even the real conditions of his life. There are sufficient statistical data to permit some generalization about him. But his attitudes and motivations in the specific context of the technological changes and economic development being planned for him by the governments concerned have been relatively little investigated. Yet the success or failure of the efforts to change the conditions of the peasant's life and methods of work is of crucial concern to these less developed nations, and indeed to the world.

Balance for progress

It is difficult for us to comprehend the changes that are taking place in certain of the underdeveloped areas. There is some bungling and some harshness in phases of the transformation. But, on the whole, the effect is one of progress for many who are fortunate enough to be part of such changes. We have seen, firsthand, the effects of progress in Saudi Arabia, Bolivia, and the Philippines.

The Titan Tractor Corp. and its affiliate, International Tractor and Implement Corp., have undertaken in their own small way to help the struggling farmer in less developed countries by engineering and manufacturing small-farm equipment specially to meet his needs and the demands of his environment.

IOWA 'E' WINNERS, with Sec'y Connor (left) and Sen. Jack Miller (2nd right), are Clinton executives Donald Suhr (with award), Don McDonald, and wives.

BUSY HONORS MONTH

'E' Awards reflect variety

Leaders in many different fields honored in May ceremonies across the country

A manufacturer of pants pressers, a grain distributor, an automotive equipment manufacturer, a bank, an engineering firm, a tire producer, and a manufacturer of gasoline and kerosene engines, have this in common: They are recent recipients of the President's "E" for export award. In presentation ceremonies across the country during May, the following U.S. manufacturers were honored for their export activity:

Colmac Industries, Inc., of Colville, Washington, received the "E" for developing overseas sales of laundry equipment. Senator Warren G. Magnuson presented the award to Jerry N. McMillan, company president, at the export seminar of the Second Pacific Northwest Industries Exposition in Spokane, Wash., May 6.

"Foreign distributors, for the most part, became interested in our laundry equipment through our advertisements in laundry magazines," says McMillan. In the past five years Colmac has significantly expanded its overseas sales until today it exports to 10 countries.

Colmac frequently demonstrates its equipment at commercial fairs overseas, and all export shipments include an adequate supply of spare parts and instruction manuals.

In the Midwest, the I. S. Joseph Co. of Minneapolis, received its "E" for export of feeds, feed ingredients and fats and oils. Secretary of Agriculture Orville Freeman made the presentation May 18 at a joint banquet of the Upper Midwest Conference on Agricultural Export Trade and the Upper Midwest Conference on Industrial and Commercial Exports, sponsored by the University of Minnesota's Department of Agriculture.

Increasing exports of feed required several initiatives on the part of the company. Existing machinery had to be modified and placed in strategic geographic locations to preserve the freshness of the raw materials. A network of foreign distributors and foreign sales offices was established. Special processing methods were introduced that conserved space, reduced breakage and reduced handling and freight costs to make the products competitive overseas. For taking such initiatives the I. S. Joseph Co. is credited with helping to lead the feed industry into export trade.

The Lincoln St. Louis Division of the McNeil Corp. manufactures complete lubrication systems and equipment for industrial, automobile and farm applications. The Lincoln "E" citation and flag were presented to company president Jonathan Kludt by Lawrence A. Fox, director of the Department's Bureau of International Commerce, at a World Trade Day luncheon on May 20 in St. Louis.

The citation reads in part: "Astute planning on the part of management, the establishment of a world-wide sales and service organization and highly effective use of international exhibits have enabled the Lincoln St. Louis Division of the McNeil Corp. to achieve a substantial increase in exports."

The firm maintains sales and service offices in Holland, Germany, Canada and Mexico, and has demonstrated its equipment at five U.S. Trade Centers and five International Trade Fairs.

Secretary of Commerce John T. Connor presented two "E" awards at a World Trade Week National Maritime Luncheon in Philadelphia May 24.

The awards went to the Electro-Nite Engineering Co. and the Fidelity-Philadelphia Trust Co. during a ceremony attended by 500 representatives of Philadelphia's business community.

Lawrence I. Littman, Electro-Nite president, accepted the award for his company, the world's largest manufacturer of disposable thermocouple lances used to measure the temperatures of molten steel in producing furnaces.

Explaining his firm's very specialized export activity, Littman says: "In order to introduce our product successfully overseas it was imperative that sales people were well trained in both the steel making process and the steel mill instrumentation. The only way to locate such people was with the help of the customer. Their judgment as to who was best equipped to service them properly proved to be correct in practically every instance."

Electro-Nite began licensing operation in areas where the firm's competitive position could best be served by local production. Because the product requires a cardboard tube when in use, shipping a completed unit abroad could mean the customer would have to pay excessive freight on the cardboard alone, which could be procured locally. Today, overseas licensees receive the inserts, assemble these into the cardboard tube and then ship the completed unit to the customer.

To insure compliance with standard production techniques, Electro-Nite periodically inspects all foreign plants. In addition, complete communication is maintained between outlying plants and the parent company. All Electro-Nite sales literature is printed in the language of the country in which it is sold.

Charles S. Ganoe, vice president, International Division, received the Presidential "E" for the Fidelity-Philadelphia Trust Co. from Secretary Connor.

The bank organized its international division in 1959 as a result of repeated requests for specialized international services. Today the international division has over 325 correspondents covering most countries of the world.

The bank makes special arrangements under which American exporters may finance overseas sales, and provides export banking facilities geared particularly to the needs of banks and industrial firms in small cities and rural areas.

The Company for Investing Abroad was organized in 1963 by Fidelity-Philadelphia to assist American companies in furthering their international, industrial and commercial operations.

A third section, Business Associations, was organized in 1963 specifically for the purpose of assisting U.S. companies to expand export markets. Headquartered in Geneva, Business Associations seeks suitable European companies with which its U.S. clients can associate by means of a licensing or working agreement, joint venture, investment, merger or acquisition. Its activities include search, investigation, screening, selection and preliminary negotiation. Assignments to date have involved machinery, paints and castings, drugs, plastics, electronics, chemicals, industrial controls and consumer durables.

The Fidelity-Philadelphia Trust Co. "E" citation reads in part: "By substantially increasing loans to finance exports, establishing subsidiary companies to assist American business firms in the successful development of their international activities and in identifying suitable European companies with which its U.S. clients can associate, the bank has awakened the business community to the unlimited opportunities in world markets."

Also in observation of World Trade Week, the Clinton Engines Corp. of Maquoketa, Iowa, held a flag-raising program at its Iowa plant May 25. Earlier last month, Clinton president, Donald C. Suhr, chairman of the board Harris Klein, and manager of international operations Don L. McDonald, were presented wtih the "E" in a special ceremony in Washington by Secretary Connor.

Clinton was cited for "leadership in the small engines industry" which has brought recognition of its products in 91 countries. The company manufactures gasoline and kerosene engines, outboard motors and chainsaws. Clinton sells 25% of its products abroad. In building its export sales, the company has gone into areas where various types of equipment requiring power were being manufactured, and geared its sales effort to supplying this field. An unusual accomplishment has been the development of motors for Oriental fishing fleets.

Rounding out World Trade Week celebrations across the nation, the Armstrong Rubber Export Division of Drake America Corp. received the "E" for successfully promoting foreign sales of U.S.-made tires and automotive service equipment.

Foreign sales of the export division have been consistently maintained and improved over the past twenty years, in the face of increasing competition. In 1965 the company showed an expansion of sales to 70 different markets in 55 countries.

CONGRESS' INTEREST IN AWARDS is shown by Sen. Warren G. Magnuson of Washington, with Colmac Industries president Jerry McMillan (left photo); and Reps. Robert N. Giaimo of Connecticut and Theodore R. Kupferman of New York, flanking Drake America Corp. president Mrs. May Belle Jones.

TRADE CENTERS, FAIRS, MISSIONS, pages 8-10

United States overseas

The export promotion dates on these three pages offer important information for the U.S. exporter by telling what to sell, and where and when. The opportunities lie in commercial trade fairs, U.S. trade center shows, trade missions, America Weeks, the Sample Display Service and Mobile Trade Fairs. The last three are described on the opposite page.

Aggressive promotion is necessary to clinch the sale, but the task is made easier by exposing your products in the ways listed here.

► Exhibits in commercial fairs by the United States are selected after a research study shows a market for the product.

► Trade center shows, held in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm, are limited to specific product lines.

Write: Bureau of International Commerce, Code 938, Department of Commerce, Washington, D.C. 20230.

► Trade missions composed of U.S. businessmen are organized to promote the export of U.S. goods and services. Some are organized and financed by the U.S. Government. Others are industry-financed and industry-organized and programmed with Government help.

American firms interested in selling their products abroad are invited to submit their business proposals to: Bureau of International Commerce, Code 918, Department of Commerce, Washington, D.C. 20230.

This calendar of exhibitions will appear in the first issue of INTERNATIONAL COMMERCE each month.

Space fully booked

Production equipment for the electronic industries. ITALY. Urgent need exists for U.S. production equipment to solve rising labor costs and technological obsolescence throughout Italian electronic industries. Reports from recent exhibit at the Trade Center in Frankfurt confirm strong demand for U.S. equipment judged 5-7 years ahead of European competition. **Milan Trade Center. June 9-15.**

Executive aircraft and accessories. UNITED KINGDOM. Business and private flying in the U.K. has grown considerably in recent years. More and more commercial and industrial companies are turning to private and executive aircraft. Over 1,400 such aircraft are registered now in the U.K. and the number appears to be increasing at 150 a year—an interesting indication of a growing market for U.S. executive aircraft manufacturers. The U.S. exhibition will also include panel instruments for light aircraft as well as Com-Nav equipment including VHF multi-channel transceivers; VOR/ILS airborne sets; and inexpensive, lightweight, low-drain ADF. Exhibitors may arrange for demonstration flights of their aircraft at a nearby London airport. **London Trade Center. June 14-18.**

Specialized machine tool accessories and precision gauging equipment. JAPAN. The most sophisticated and advanced U.S. machine tool accessories and precision gauging devices will be featured in this unique exhibition. The sales outlook for these items is particularly bright. **Tokyo Trade Center. June 14-24.**

Space fully booked

Hotel, restaurant, catering equipment and automotive maintenance equipment. ISRAEL. The emphasis on attracting tourists by the Israeli Government will afford American manufacturers of this equipment an opportunity to sell in this market. A total of 5,500 hotel rooms are planned within the next five-year period. Of the $100,000,000 investment in this area, one-third will be underwritten by the Government. The increase in automobiles, buses, trucks, and other vehicles will require upgrading of the automobile service and maintenance equipment necessary to keep these vehicles in operation. **International Trade Fair, U.S. commercial exposition. Tel Aviv. June 21-July 9.**

Space fully booked

Business machines and office equipment. THAILAND. The continuing trend of new and modernized business establishments, factories and improved educational standards has contributed to a growing demand by Thai companies, schools, institutions and governmental departments for a broad range of these products. **Bangkok Trade Center. June 29-July 12.**

Space fully booked

Specialized machine tools, Packaging machinery, and industrial instrumentation. MEXICO. A $1.3 billion industrial development program signals a promising opportunity for U.S. manufacturers to expand sales in neighboring Mexico. **U.S. solo exhibition. Mexico City. Aug. 1-13.**

Space fully booked

General industrial, office and agricultural machinery. TURKEY. Machinery and equipment in the following categories will be exhibited: general industrial, agricultural, office machinery, construction, materials handling, food processing and packaging. American firms can participate in this international trade fair only through their agents and distributors in Turkey. The Turkish Government will make an additional import allocation available to participants in national pavilions. Final date for filing for this allocation was March 18. **International Trade Fair, Izmir. Aug. 20-Sept. 21.**

Oceanographic equipment. WESTERN EUROPE. European government agencies and scientific institutes are expanding their programs to increase knowledge of the sea and the ocean floor. Overseas business firms are looking with more interest at the sea's commercial possibilities. American companies with advanced hardware and services within the various oceanographic fields will benefit directly through the first U.S. commercial exhibition in this field. **Frankfurt Trade Center. Nov. 2-9. NOTE: This exhibition was originally scheduled for Aug. 31-Sept. 7.**

Nuclear materials, equipment, instrumentation and services. SWITZERLAND. American manufacturers in the nuclear field have the opportunity to exhibit their products before

exhibitions

an international audience of key representatives of industry and science. Product categories include power and research reactors and components, fuels, control instrumentation, laboratory research equipment and instrumentation, supply and applications of radioisotopes, particle accelerators and accessories, health physics, labeled chemicals and special supplies, civil engineering and design, uranium prospecting and mining and treatment of radioactive waste. A major six-day technical meeting is held in conjunction with this event. **U.S. commercial exhibition, International Nuclear Industries Fair (NUCLEX 66), Basel. Sept. 8-14.**

Equipment and accessories for the pulp and paper industry. SCANDINAVIA. Northern Europe represents a major market for U.S.-produced pulp and paper-making equipment and processing supplies. Forest product industries in the Nordic area continually are re-assessing their plant equipment requirements. Producers are anxious to secure machinery, instruments and accessories derived from recent U.S. research and development, as well as high-quality items with proven performance ratings. **Stockholm Trade Center. Sept. 13-21.**

Laboratory apparatus, analytical and test instrumentation. ITALY. In the next five years, Italian Government and private research institutions will triple their expenditures for scientific research. To help American suppliers increase their 17% share ($3.4 million) of the rapidly expanding market for scientific and laboratory instruments in Italy, the U.S. will stage an exhibit featuring physical properties testing machines, non-destructive testing machines, instruments for physical and chemical analysis, electric and electronic measuring and checking devices, transducers and related apparatus, high quality standard laboratory appliances, and educational aids for secondary school laboratories. **Milan Trade Center. Sept. 16-22.**

Space fully booked

Equipment for the aviation industry. JAPAN. The overwhelming majority of aircraft registered in Japan are of U.S. origin. In what amounts to a built-in market, U.S. suppliers of aircraft maintenance and ground support equipment, communications, and navigation equipment will encounter a receptive audience. **Tokyo Trade Center. Sept. 19-27.**

Industrial equipment. BULGARIA, HUNGARY. Food processing and packaging machinery; machinery for manufacture of chemical and plastics; specialized machine tools and metalworking equipment; sophisticated agricultural machinery and equipment; building and construction equipment; medical laboratory and measuring instruments and equipment. **U.S. Trade Mission.** Business Proposals accepted until **Aug. 15. Oct. 1-29.**

Environmental testing equipment. GERMANY. Research, development and quality control programs conducted by German manufacturers, commercial and scientific institutes and government agencies are being expanded. Market prospects re-

America Weeks

America Weeks are overseas retail sales promotions of U.S. consumer goods.

Overseas retailers planning one of these promotions make their merchandise selections through overseas officers or agents of American manufacturers or through an appropriate U.S.-based buying office.

Announcement of each separate America Week promotion, along with the name of the related buying office, is made by INTERNATIONAL COMMERCE. In addition, Commerce's Business and Defense Services Administration is developing mailing lists by commodity categories of manufacturers and distributors interested in selling to overseas retailers.

Any U.S. organizations interested in supplying promotional material for this program are asked to give a brief description of the exhibition or demonstration, and to indicate the languages in which it is available.

Write: America Week, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Sample Displays

"A Sample Display Center is just what the name implies—a place to show samples of U.S. products," Secretary Connor has said.

The program, less than two years old, is administered by the Bureau of International Commerce. Centers are in Beirut, Lebanon; Manila, the Philippines; Nairobi, Kenya; and Bangkok, Thailand.

They are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

Write: Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, or contact any of the Department's 42 Field Offices.

Mobile Trade Fairs

Mobile trade fairs are private business ventures designed to show and sell products of U.S. business and agriculture through traveling exhibitions carried in ships, airplanes, trains and exhibit vans.

Objectives of a mobile trade fair are to help U.S. firms enter the exporting field; to open new markets for American goods; and to assist U.S. business concerns in finding overseas agents.

In an effort to achieve these objectives, the Bureau of International Commerce provides technical support and certain kinds of financial assistance to qualified mobile trade fair operators.

Write: Mobile Trade Fairs, Bureau of International Commerce, Office of International Promotion, Department of Commerce, Washington, D.C. 20230.

ENTHUSIASTIC BUYERS GATHER at the display of modern medical and hospital supplies by U.S. manufacturers at the International Hospital Fair held in Stuttgart, Germany, May 11-14. The show was one of twelve at U.S. Trade Centers and fairs where the U.S. was officially represented in May.

portedly are excellent for simulation equipment and testing instruments of all types. This is the first U.S. commercial exhibition in this field. **Frankfurt Trade Center. Oct. 5-12.**

Chemical processing equipment. ITALY. Expanding chemical industries need durable, high-capacity equipment for extreme operating conditions. Exhibit coincides with International Chemistry Review Conference and Sixth Chemical Equipment Exhibition (MAC-66) in Milan. **Milan Trade Center. Oct. 8-16.**

Industrial equipment and metalworking machinery, consumer goods, food processing and packaging machinery, animal feed equipment. IRELAND, PORTUGAL. U.S. Trade Mission. Business proposals should be submitted by Sept. 1. Mission is scheduled for **Oct. 15-Nov. 12.**

Light industrial and metalworking equipment, construction equipment and materials, food processing and packaging equipment, agricultural machinery, consumer goods. NIGERIA. U.S. Trade Mission. Business proposals should be submitted by Aug. 12. Mission set for **Oct. 15-Nov. 12.**

Production equipment for the electronics industries. JAPAN. There are now more than 2,800 electronics manufacturing facilities in Japan. A combination of rising wage rates and the increased emphasis on the production of industrial electronics has created a virtually untapped market for a wide range of specialized equipment urgently required for more efficient electronic equipment and component production. Competition from European sources in the lucrative Japanese market is not considered a factor. A recent similar exhibit featured at the Trade Center in Frankfurt revealed U.S. production equipment to be five to seven years ahead of European developments. **Tokyo Trade Center. Oct. 25-Nov. 2.**

Light industrial machinery. HONG KONG. A rapidly expanding industrial base facing rising labor costs has created a large potential market for U.S. manufacturers. Featured product lines will include welding and soldering equipment, power hand tools, stamping and forming machines, plastic extruders, electroplating and spray painting equipment and equipment for bagging, sealing and blister packing. **U.S. solo exhibition, Hong Kong. Oct. 31-Nov. 11.**

Hospital equipment and furnishings. UNITED KINGDOM. Annual expenditures of $36 million for hospital equipment are called for in the British government's 10-year hospital expansion program, and the replacement market for existing hospital equipment represents $70 million. American manufacturers can benefit from this growing market and a marked British preference for U.S. products due to their technical superiority by participating. This exhibit will feature medical electronics, surgical, diagnostic, disposables, nucleonic, laboratory, and other equipment for hospital, medical, nursing, and doctors' services. **London Trade Center. Nov. 8-18.**

Packaging materials and machinery. FRANCE. Growing demand for higher productivity and new packaging techniques increased the rate of growth of this market from a relatively constant 15% to 18% between 1964 and 1965. American products have not yet been widely enough promoted to obtain a major share of imports. The most promising opportunity to reach this market is the biennial International Packaging Exhibition, which attracted more than 87,000 professional men in 1964. **U.S. commercial exhibition, International Packaging Exhibition, Paris. Nov. 13-21.**

Electronics equipment. ITALY. Country's fast-growing electronics industry continues to offer increased opportunities for U.S. exporters of electronic equipment. U.S. producers now supply 27% of the market for advanced components in Italy with demand for sophisticated U.S. goods growing. Exhibit coincides with International Automation and Instrumentation Exhibition in Milan. **Milan Trade Center. Nov. 19-25.**

Self-service and supermarket equipment. JAPAN. U.S. manufacturers will expose retailing equipment to Japanese buyers in an attempt to capture an even greater share of Japanese imports. A reported $100 million market for equipment will exist through 1972, when a major plateau in retail store constructions should be reached. U.S. products are already well-known and the sales outlook appears promising. **Tokyo Trade Center. Nov. 22-Dec. 1.**

Metal-cutting, metal-forming tools, machinery, and automotive service, repair and maintenance equipment. VENEZUELA. A massive economic development plan calling for a total investment of $1.7 billion through 1968 is opening numerous and varied export sales opportunities for suppliers of industrial equipment in Venezuela. **U.S. solo exhibition, Caracas. Nov. 22-Dec. 2.**

Modernization tools shown at anniversary exhibition in Tokyo

High sales expected by makers of advanced industrial control systems

Representatives of 32 U.S. companies were pleased with initial reaction to their exhibits at the Industrial Modernization Equipment show held at the Tokyo Trade Center, May 17-27. The exhibition marked the Center's third anniversary.

U.S. Ambassador to Japan Edwin Reischauer and Tadashi Adachi, president of the Tokyo Chamber of Commerce, opened the show, with more than 300 representatives of Japanese industry, trade associations, press, and government present at the ceremony. Adachi congratulated the Center on its continuing success, and Reischauer pointed out that careful surveys are made to bring to the Center those commodities most useful to Japan.

Company officials at the show were optimistic about sales expected as a result of the displays. Michigan Dynamics Inc. president Raymond Okonski said, "I'm looking forward to making some good contacts." James Sweeney, manager of international operations for Scientific Data Systems, stated, "We could sell many computers in Japan. This one we are displaying is sold."

Two companies were particularly successful in obtaining agents in Japan for their products. Both firms, Tol-O-Matic, Inc., and Nexus Research Laboratory, had asked the Department of Commerce to make trade contact surveys for them. By the time the presidents of the two companies arrived in Japan for the show, numerous applicants were waiting to talk to both.

In great demand among the products shown at the exhibition were compact automatic component test computers, process control computers, and fluid power systems.

Future shows at the Tokyo Trade Center include specialized machine tools and precision gauging equipment, June 14-24; equipment for the aviation industry, Sept. 19-27; and production equipment for the electronics industries, Oct. 25-Nov. 2.

INDUSTRIAL PROCESS CONTROL, as exemplified by the "Scat" computer for function analysis, was a popular attraction for opening day visitors to the booth of the Continental Device Corp.

LIQUID LEVEL CONTROLS by Magnetrol, Inc. interest Mr. Tadashi Adachi (above left) president of the Tokyo Chamber of Commerce. The "logic laboratory" (above right) is explained by a representative of Digital Equipment Corp. Precision Systems Co. showed (below) a high-quality electronic circuit printer.

THE CALL TO BUYERS heralds the opening of the U.S. exhibit at the International Instruments, Electronics, Automation Exhibition in London. Seventy-six U.S. companies showed their latest equipment.

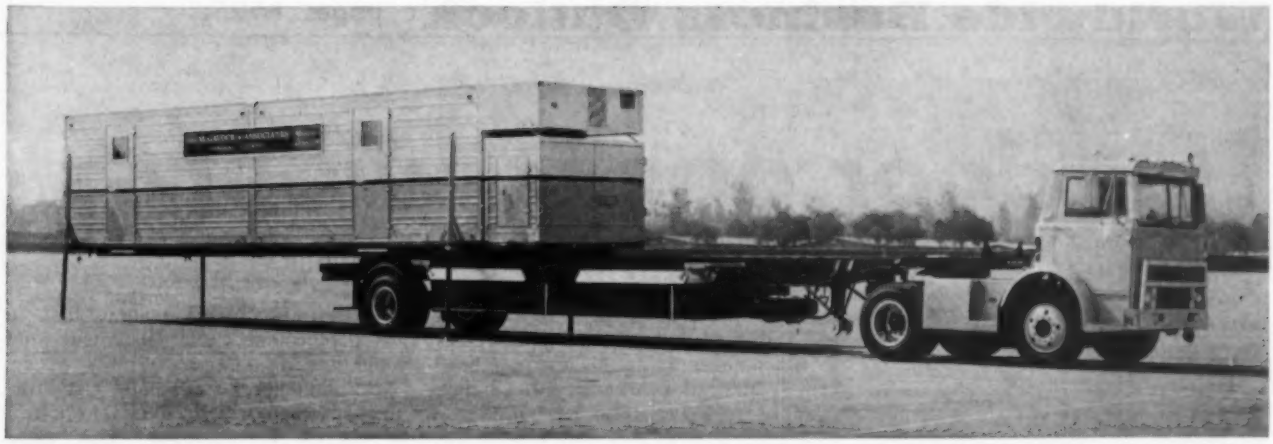
Computers featured at electronics show

Opening day attendance and interest at the International Instruments, Electronics, Automation Exhibition in London were encouraging to the 76 U.S. firms with exhibits. With the largest single country unit in the show, the U.S. section was one of the main attractions for the expected 125,000 visitors.

Every American exhibitor had a list of appointments with prospective buyers and agents waiting, as part of the London Trade Center's extensive preparations for the occasion.

SOLUTION ANALYZING MACHINE is explained (above) and its components indicated for a prospective buyer by a representative of the Chesapeake Instruments Corp. Industrial time clocks, other timing devices, and their various operating characteristics were shown (below) by the Simplex Time Recorder Co.

ACTIVE WITH INQUIRIES was the U.S. Business Information Center at the London electronics show.



MOBILE EXHIBITION UNIT by F. G. McGavock Associates comes off its trailer bed quickly, has its own power, air conditioning. Its first use is described below.

Trade mission to use mobile display unit on Latin sales trip

New Jersey industry-organized group will have vehicle as accompaniment on Mexico, Central America project

A plan to combine in some cases the operations of two Commerce Department trade promotion programs—mobile trade fairs and industry-organized trade missions—has been disclosed.

Gov. Richard J. Hughes of New Jersey described the first trade mission-mobile trade exhibit last month in announcing travel plans for a group of New Jersey manufacturers of electronic educational devices, who will cover Mexico and the Central American countries.

Two other such projects are now being planned—simultaneous trips by two groups of California manufacturers to promote overseas sales of their electronic medical equipment. One of the California trade mission-mobile trade exhibits will go to Stockholm, London, and Frankfurt, while the other visits Paris, Zurich, Milan, and Madrid.

"Under the 'combination' plan," director Lawrence A. Fox of the Commerce Department's Bureau of International Commerce explained, "groups of specialists from a specific segment of industry would time their trade mission to arrive overseas simultaneously with a mobile trade fair exhibit of products from that industry.

"Mobile trade fairs would benefit from the detailed advance planning and extensive publicity attending a trade mission, and from the presence of experts to discuss the exhibits with the local business community.

"Trade missions, which usually carry no samples to show prospective customers, would have the opportunity to show and demonstrate the products transported by the mobile trade fairs."

The New Jersey Manufacturers Association sponsored a trade mission to European countries, and the governor pointed out the success of that mission in his remarks introducing the Central American Trip. Between $500,000 and $1 million in new trade prospects resulted from this first mission, and New Jersey hopes to improve these results by including actual merchandise exhibits on the new trip.

As executives from New Jersey firms meet their Central American business colleagues, a specially-designed truck will carry the mobile exhibit of state products to all the countries via the Pan American highway. The vehicle can be moved to the desired location of the exhibit, where the containerized exhibition room is jacked up from the bed of the truck trailer. The truck is then driven out from under the raised exhibit, which is then lowered to the ground.

The speed of setup and removal with the new truck is especially valuable in reaching as many display points as possible in a limited length of time.

Industry show will reach police buyers of 40 nations

Germany's Third International Police Exhibition will offer U.S. manufacturers of police equipment a unique opportunity to make contact with the police forces of the estimated 40 nations which will participate.

Scheduled for Hanover between August 27 and September 11, the exhibit will include an Industry Show designed to give visitors a chance to compare and test equipment for all areas of police work.

Exhibit officials have invited the FBI and the U.S. Military Police to participate, and are anxious for some local U.S. police forces to take part as well as U.S. producers of police equipment.

Potential exhibitors must act quickly, due to the nearness of the opening date. **Phone:** Elwood Williams, German Affairs Section, U.S. State Dept., Area Code 202 DU(dley) 3-2235.

Future Japanese farm-goods demand is conference topic

Japan as a cash buyer of U.S. agricultural commodities will occupy a June 23 day-long conference of the U.S.-Japan Trade Council, meeting at the Statler-Hilton Hotel, Washington, D.C.

Panels representing U.S. commodity organizations and Japanese buyers will be a conference feature.

Principal speakers will include Secretary of Agriculture Orville Freeman, Japanese Ambassador Ryuji Takeuchi, Governor Otto Kerner of Illinois and Senator Frank Carlson of Kansas.

Write: United States-Japan Trade Council, 1000 Connecticut Ave., N.W., Washington, D.C. 20036.

MEXICO

The door opens wider

New administration reviews nation's import policies; some restrictions eased

By DOUGLASS K. BALLENTINE

Commercial Attache,
U.S. Embassy, Mexico City

The past year has brought a number of changes in Mexico's commercial policy which are rather favorable to United States exporters. At the same time, however, the policy regarding the establishment of manufacturing enterprises has been tightened somewhat. The modifications in both policies are likely to be accentuated in the next few years.

These trends are due to the maturing of the industrial structure in Mexico, and the clear necessity to expand the export of manufactures and earn the foreign exchange needed to finance the imports required for further industrialization.

In recent decades the first months of each new administration in Mexico have been marked by an appraisal of the country's needs and the available resources to fill the needs. From this appraisal have come modifications of policy which each administration has considered necessary to achieve its objectives. The Diaz Ordaz Administration, which took office in December 1964, was no exception.

Mexico had made rapid advances during the Lopez Mateos Administration. Industrialization was proceeding apace, and in the modern sectors of manufacturing the level of applied technology was rising rapidly.

Masses of people from the rural areas were continuing to pour into the urban centers in search of employment and a higher standard of living than they could eke out of subsistence agriculture. The rapid rise in urban population created serious problems for the urban authorities, but it also created an almost bottomless pool of labor on which enterprise could draw.

Corporate profits generally were running very high, which led to a strong rate of capital accumulation. This rapid accumulation was most favorable to economic progress, for it provided the investment funds needed for rapid growth.

In 1964 private investment was on the order of $1.5 billion and government investment reached about the same figure, the total being some 16% of gross national product.

These trends were accompanied by a markedly uneven income distribution which tended over the years to restrain the development of mass marketing power and the growth of the national market. Half of Mexico's 40 million people remained outside the market.

Some tough problems faced the new Administration.

The scope for import substitution based exclusively on the domestic market had narrowed. Thousands of new manufacturing ventures established during the

MEXICO'S COMMERCIAL POLICY HAS RELAXED A BIT in the past year, but its position regarding foreign investments has been tightened somewhat. Below is the Raleigh cigarette plant in Monterrey.

U.S. show in Mexico

The Commerce Department will stage a special exhibit of U.S. Industrial Equipment in Mexico City from August 1-13. Two market research organizations studied the Mexican market to determine which producers goods that the Mexican Government allows to be imported would have the strongest sales appeal in Mexico.

Ninety-five U.S. producers of metalworking machinery and equipment, scientific and industrial instruments, and packaging machinery are scheduled to participate.

This exhibit will be one of the two major export promotion efforts mounted by the Department's Bureau of International Commerce in Latin America during 1966. The other will open in Caracas, Venezuela, on November 22.

previous two decades produced for the domestic consumer behind walls of absolute protection. In many branches the market was saturated, or nearly so. Most of the industries which Mexico lacked were not well suited to a market such as Mexico's, since short production runs meeting domestic requirements would raise costs of production to unreasonable levels.

In fact, Government spokesmen have stated publicly that production costs in some industries have resulted in prices as much as 300% above the cost of imports in their country of origin. These industries had grown up under protection and were selling their production on the domestic market regardless of price considerations.

Mexico's import bill has been rising year by year, and will probably continue increasing. The border had been closed to thousands of imports, preponderantly finished goods which Mexico produced, and some 80% of the items acquired from abroad were producers goods. But these had to be imported in increasing amounts to sustain the growth of the industrial structure.

Import gap widens

Exports were increasing, but the persistent import surplus was growing larger year by year. By 1964, the trade deficit reached $470 million. While a considerable part of the gap was closed by tourist earnings, the remainder had to be covered by capital imports, principally from official sources.

In short, the policies Mexico was pursuing in the industrial and commercial fields were likely to lead, sooner or later, to the classic problem of rapidly developing countries: assuring an adequate supply of foreign exchange to maintain the forward thrust of development. Fortunately, Mexico's leaders were discerning men who focused their attention on the possible means of avoiding this problem.

At least four courses of action were open to them.

(1) Mexico could have continued on the same course, borrowing abroad increasingly to finance both its import gap and its economic infrastructure. But its infrastructure requirements were expanding with the country's economic and social development, and its ability to continue borrowing abroad was not unlimited. Mexico had excellent credit in foreign money markets, and the general consensus in Government and business circles was that the country's good credit standing should be carefully preserved.

(2) The country might have tried to expand its domestic market rapidly to provide greater economies of scale and more scope for efficient import substitution, thereby becoming more competitive abroad. But rapid expansion of domestic demand was out of the question for practical purposes. The integration of more than 20 million people into the money economy involved a complex of social, cultural and economic changes which required prolonged and sustained effort.

(3) Mexico might have tried to expand its traditional exports to meet its foreign exchange requirements. This alternative was also illusory, because world demand was not sufficiently elastic to enable agricultural products and minerals to be sold in the quantities required.

(4) The remaining alternative was to expand exports of manufactures and semimanufactures, whose sales abroad depended chiefly on price and quality. To move Mexico into a competitive position in world markets was a formidable task, for the price and quality of most of its manufactures left something to be desired.

Manufacturers were already exporting, however. Goods which had gone through various stages of processing accounted for 17% of Mexico's $1.06 billion worth of exports in 1964, and scope for further

MEXICO'S IMPORT BILL has been growing faster than its export earnings for the past several years. This Indian lady is inspecting the dress display at Sears and Roebuck's department store in Mexico City.

Survey points to Mexico market

Mexico offers a profitable market for U.S.-made metalworking equipment, according to a new foreign market survey published by the U.S. Department of Commerce.

The survey was a basis for planning the U.S. industrial equipment show which the Department's Bureau of International Commerce will stage in Mexico City August 1-13.

The survey, published by the Department's Business and Defense Services Administration as an aid to U.S. exporters, said: "While domestic production will play an important role in the years to come, most dealers feel that imports will continue to be indispensable to Mexican industry. Domestic producers expect to be able to supply the demands for smaller and more basic types of machinery, while imports are expected to answer the demand for high-precision and specialized machines."

The survey lists about a dozen types of machine tools which are expected to continue in demand in Mexico, and pinpoints those types in which local production will deter imports.

The survey also lists some of the obstacles facing distributors, including heavy customs duties; special import permits and long delivery times. They also impede power hand tool imports.

While there is substantial competition from other countries, the survey found that "there seems to be universal agreement among Mexican distributors that United States machine tools lead the field in quality."

"The Market for Metalworking Equipment in Mexico" is available at 50 cents a copy from the U.S. Department of Commerce, Washington, D.C. 20230.

expansion of manufactured exports undoubtedly existed. Efforts at home and abroad to promote an export drive by manufacturers had good chances of success, modest at first but increasingly promising.

The Mexican authorities accordingly decided on a bold course designed to take advantage of these possibilities. Early in 1965 the Secretary of Industry and Commerce announced that protection of domestic industry would not be provided indefinitely; that manufacturers could no longer afford to produce exclusively for the domestic market but would have to become internationally competitive and sell abroad.

Persistent theme

This theme has been elaborated and made specific in the Secretary's subsequent declarations, and several actions have been taken toward implementing the Government's decision. Greater competition has been introduced into the domestic economy, particularly in the automotive and tractor industries. In the former, eight enterprises are now in production or preparing for production for a market capable of absorbing some 100,000 cars and trucks per year. In the farm tractor industry, five producers are authorized for a market of 6-8,000 units. Other branches of industry are also facing tougher domestic competition.

The Government has made strenuous efforts to hold down prices on a wide front. Official price controls are maintained on 48 popular consumption items. The Government used the leverage of its import-licensing authority to restrain price increases in several industries dependent on imported raw materials or components. Government expenditures were restrained.

These efforts limited the increase in wholesale prices in Mexico City to only 1.9% in 1965 compared with 4.2% in 1964.

The most direct action against high costs in Mexican manufacturing took other forms. From the early years of Mexico's industrialization until the early 1960's, new manufacturing enterprises had been established in Mexico with little regard to the effect on prices. Early in the 1960's an informal guideline was applied in certain cases to restrain undue price rises deriving from import substitution; namely, that domestic manufacture should not result in more than a 35% price increase.

The Diaz Ordaz Administration, however, set more rigorous conditions. Its rule, which seems to have been applied consistently since mid-1965, is that a new manufacturing enterprise will not be allowed to produce at prices higher than 15 to 25%—depending on the circumstances of the industry— above the prices prevailing in the country of origin of the corresponding import. A maximum spread of 10% has even been specified for certain enterprises.

Steps have also been taken to develop an export consciousness among Mexican manufacturers. Almost without exception, each major speech by the Secretary of Industry and Commerce has contained a fervent call to producers not only to make their products internationally competitive but also to get out and sell in export markets.

All major organizations of businessmen and industrialists have held seminars on export promotion. Government trade-promotional agencies have been reorganized to give better service to exporters, and an institute has been established to train junior executives in foreign trade techniques. Finally, the National Foreign Trade Bank's role in financing

THE MEXICAN GOVERNMENT has told its domestic manufacturers that their products will not be protected indefinitely, and must become internationally competitive. Below are the Rio Blanco cotton mills.

capital goods exports to Latin America has been enhanced.

Several trade missions have gone abroad. The Secretary of Industry and Commerce has led two of these, one to the United Arab Republic, Nigeria and the U.K. and another to Japan.

But the most significant changes for the United States exporter have been in import licensing.

The first such changes to be announced were certain new licensing criteria. Henceforth, according to a Government statement of mid-1965, quality, price and specifications would be taken into account in deciding whether imports would be licensed in competition with domestic production. In practice, the key question in such decisions appears to have been whether domestic products could be acceptably substituted for imports.

Licensing changes

Then, toward the end of 1965, Government spokesmen announced a number of changes to make import licensing more efficient, including the following:

(1) Special procedures whereby licenses for parts and accessories urgently needed and essential to the normal functioning of an industry can be obtained in 72 hours. The press has reported that this procedure applies not only to items not produced in Mexico but also to items competing with domestic production, if domestic producers would not be seriously affected.

(2) Issuance of open-end licenses to import items not produced in Mexico but nevertheless requiring a license.

(3) Provision for rapid reconsideration of rejected requests for licenses, if the importer considers the original rejection unjustified.

(4) Establishment of a specialized office to give efficient and rapid service to requests from importers located in distant parts of Mexico.

Two special changes have been made in import licensing policy to enable certain manufacturers to obtain supplies which will improve their ability to compete in world markets. These changes afford U.S. exporters improved access to the Mexican market.

First, "open permits" are now being issued to allow liberal importation of textile machinery and spare parts, to promote the rapid modernization of the textile industry. The Secretary of Industry and Commerce stated that protection afforded the principal domestic producer of textile machinery would not stand in the way of the industry's acquiring equipment needed for modernization.

MEXICO CITY, site of a U.S. industrial exhibit this August and the next meeting of the newly-formed Joint Mexican-United States Trade Committee, is a blend of modern and old-style architectures.

Second, imports of machinery, equipment, components and raw materials to be used in the production of export goods can now be licensed even though the same goods are produced in Mexico, provided the use of domestically produced material, by reason of price or quality, would make it impossible for the finished product to compete in the world market.

It has also been announced that the authorities are studying a proposal to license imports when competing domestic products are priced at more than 100% above the cost of imports in their country of origin. A proposal for reducing this price differential progressively over a period of years is also under study.

Another proposal receiving consideration is that duties on raw materials should in no case exceed 25% ad valorem.

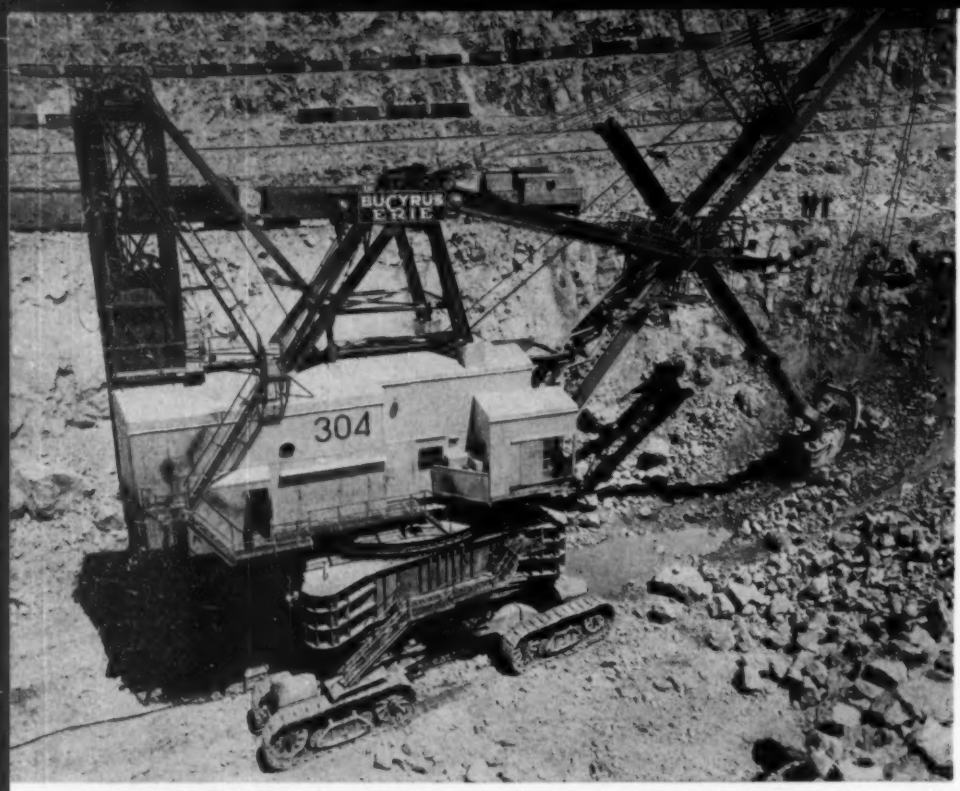
Decisions on these questions have not yet been released, but the announcement that they are being studied indicates that further means are being sought to foster internationally competitive manufactures.

From the foregoing, two facts stand out. The first is that the Diaz Ordaz Administration has a solid and persisting interest in lowering the high-cost structure and improving the quality of manufacturing industries. The road toward the goal of international competitiveness is likely to be long for certain branches of industry. Protection of new industry by "closing the border" is still the firm policy of the Government, but the need to promote exports of manufactures is likely to become an increasingly moderating force.

The second fact is that—however gradually and slowly—the drive toward international competitiveness is producing a more liberal attitude toward import competition. Mexico is approaching an industrial maturity which dictates this development. And as the trend grows and acquires recognized force, the identity of U.S. and Mexican interests in promoting increased trade is likely to become increasingly clear.

Last year a mechanism was established for informal discussions between Mexico and the United States on trade questions. The Joint Mexican-United States Trade Committee met in Washington last October for the first time, with helpful results. A second meeting is planned in Mexico City later this year.

These annual talks are buttressed by the continuing dialogue between the two Governments. They should prove to be a solid supplement to the great work being carried on by the business communities of the United States and Mexico to extend and improve their trade and business relationships.



RECENT LEGISLATION allows U.S.-owned copper firms to enlarge production facilities in Chile. Another law which would allow the Government to form mixed companies with U.S. producers is also likely.

U.S. sales expected to jump 20% as AID loans provide shot-in-arm for Chile's development effort

New law allows U.S.-owned copper firms to expand facilities; tougher government credit policies likely to cut retail sales

Highlighting economic developments during the first quarter of 1966 was the granting of an $80 million program loan from the Agency for International Development (AID) to the Chilean Government.

Of the total, $70 million is earmarked for imports of U.S. capital goods destined for private enterprise. The other $10 million is reserved for use by Government entities.

AID also made a $10 million loan to the Central Bank of Chile. This credit will be used to help develop the small and medium mining industry. A further loan amounting to $3.6 million to finance importation of 44,000 tons of triple superphosphate fertilizer was also signed.

President Frei signed legislation permitting the government to conclude agreements with the major U.S.-owned producers in Chile to enlarge production facilities. Additional legislation to permit the government to proceed with plans to form mixed companies with U.S. producers appears likely.

The new legislation is designed to double Chilean copper output in the next six years, increase domestic refining and provide Chilean Government equity participation in three major copper mining operations.

The Chilean Government announced on April 14 that the sales price for copper exports would be increased by 20 cents per pound to 62 cents. This step was taken in response to what the Government termed distortions in the market caused by continuing scarcity of the metal. Finance Minister Molina emphasized that the increased revenues resulting from the price increase would be directed at non-inflationary usage.

An 88-day strike at the Braden Copper Co. which caused Chile an estimated $30 million loss in foreign exchange and a reduction of $18 million in tax income ended April 1, as did a sympathy strike undertaken by workers of the Andes Mining Company.

In February the Government's copper refinery at Las Ventanas went into operation.

Business conditions in the first quarter were featured by reasonably favorable retail sales, some decline in construction activities, and a general tightening of credit. Tougher Government credit policies may inhibit retail sales in the second quarter. They have already tended to restrict new construction.

January-October data for 1965 show imports at $464.4 million, a slight decline from $485.2 during the same period of 1964. The U.S. share was 38.3%, or $177.5 million, and 1.6% higher than the same period of 1964. U.S. exports to Chile in 1966 are expected to rise by about 20%.

Problem eases

The recent easing of Chile's balance of payments difficulties has considerably diminished the problem of commercial arrears. The Central Bank recently announced that the granting of import permits and payments will be expedited.

The Central Bank is presently selling foreign exchange to importers in the 60-day futures market to cover payment for approved imports and the mandatory waiting period for payment has been reduced to 90 days from the date of the bill of lading.

Preliminary data for the first 11 months of 1966 indicate that total exports climbed about 13% over the comparable 1964 period, to $633.4 million. Of this 31.4% or $197.5 million were exports to the United States.

Total holdings of gold and foreign exchange by the Central Bank (excluding the IMF gold conrtibution of $21.3 million) declined by $36.7 million during the first quarter. One of the principal factors affecting the fall in Central Bank assets was the prolonged copper strike with the resulting loss of foreign exchange.

Living costs rose 8% during the first quarter of 1966. This compares with an increase of 7.1% during the first three months of 1965. The Government hopes to hold the increase in living costs to

15% during 1966. However, taking the average 1965 price level rise as a base, living costs have already risen by 14.3% during the first quarter of 1966.

A particular element of uncertainty regarding future price levels will be the effect of the 1966 wage readjustment for private and public sector employees and military personnel. Wage boosts authorized by proposed legislation will probably cause heavy pressures on prices.

Final data is now available on the Central Government's budgetary performance during 1965. It appears that fiscal policy was relatively weak last year, with undue reliance placed on credit to finance essential parts of the new Administration's social and economic development plans.

Higher expenditures

Despite strong efforts to boost tax revenues, including a temporary tax on capital assets, the need to increase government expenditures for the Administration's programs outpaced the ability to raise new and additional revenue from domestic sources.

Thus, to the extent that the high level of Government spending in 1965 was not financed by tax revenues, the economy may suffer considerable inflationary pressure later on. This danger is heightened by the strong balance of payments surplus derived from higher copper prices, which began to move up in April 1965 and were substantially increased in April 1966.

HIGHER WORLD COPPER PRICES have eased the Chilean balance of payments problem, but are adding to the danger of inflationary pressures. These drillers are preparing for a blast at a Chilean nitrate mine.

The agrarian reform bill presented by the Administration in November remained before the Committee on Agriculture of the Chamber of Deputies. After approving the bill in general, the Committee proceeded to an article-by-article consideration in which the Government's proposals were largely accepted. An important change was adoption of a provision giving rural landowners two years after the passage of the bill to improve their operations and avoid expropriation for inefficient exploitation (in which case the right to retain 80 standard hectares would be lost).

THE FREI ADMINISTRATION'S PUBLIC HOUSING PROGRAM helped offset a decline in construction activity during the first quarter. These men are helping to build their own low-cost homes in Vina del Mar.

Chilean agriculture registered generally good yields from crops in the central and northern zones. Cereals was an exception. Substantial imports will be required in 1966 for wheat (400,000 metric tons), corn (100,000 metric tons), frozen poultry (5,000 metric tons) and 100,000 head of sheep for slaughter.

Chile's national airline (LAN) is studying purchase of 5 smaller turbo props destined to replace DC-3s on domestic routes. The company would also like to acquire four-engine jets to improve service to the U.S. and open a South Pacific route to Tahiti, Australia and possibly the Far East. Funds are uncertain, however.

Significant steps were taken to relocate the television assembly industry, which had previously been confined to Arica. Approval was granted to Phillips Chilena S.A., Productos Electronicos and the Corporacion de Radio de Chile (RCA) to establish plants producing receivers and parts near Santiago. Television transmission in Chile is currently limited to two university channels in Santiago and one in Valparaiso, but plans are underway to expand transmission.

VENEZUELA IS CUTTING IMPORTS of fresh deciduous fruits in order to encourage consumption of local tropical fruits. This outdoor market in Tariba reflects the flourishing condition of the country's agriculture.

Cost of home-made goods stirs discussion in Venezuela; planned tax reform affects businessmen

Long upswing continues in all areas except construction industry; negotiations on joint venture may set precedent for future tieups

The Venezuelan economy continued to advance during the first quarter, with most indicators showing substantial growth over the comparable 1965 period.

Availability of bank credit improved seasonally, wages and prices held steady, and investor interest remained high. The noticeable exception was the construction industry, where lack of available financing began to dampen the housing boom.

Major developments during the quarter centered around the high cost and quality of domestically produced goods; Government policy toward foreign investment in basic industries; the prospect of increased taxes; and Government petroleum measures.

There has been considerable controversy about the condition of domestic industry and the validity of the present industrialization policy. Critics contend that nationally-produced goods were of higher cost and inferior quality when compared to imported goods, while the policy's defenders held that the disparity was not great and was diminishing.

Modify as needed

The Government's view is that a price must be paid for industrialization in a developing nation, but that the matter would be kept under constant study, with policy modifications made as necessary.

One result is that the Ministry of Development has held consultations with a number of industrialists regarding product cost and price structures. The Ministry is also requiring each new industry granted import duty protection to sign an agreement not to alter prices without official approval.

Plans are also being made to strengthen the official standards office, to permit wider application of quality norms.

Of basic interest to Venezuela's private sector and to potential foreign investors are the uncertainties surrounding the agreement between a U.S. firm and the Government's Venezuelan Petrochemical Institute (IVP) for a joint venture to produce polyethylene.

Basic issues still unresolved include the allocation of ownership shares, the question of who shall produce the necessary ethylene, the amount of management and other fees paid to the American partner, and the provisions for the settlement of disputes.

Weathervane

The agreement's final form is of considerable interest, since this project is regarded as a weathervane for future foreign participation in economic partnerships with State enterprises.

Although the Government has not announced details, its plan to reform the tax system has aroused considerable controversy among private businessmen. They feel that, while measures to modernize and provide flexibility to the system are desirable, any increase in rates would deter investment and impede economic diversification.

As an alternative, spokesmen for the private interests urged improved tax administration to prevent evasion, and also the curtailment of public expenditures by eliminating both unnecessary bureaucracy and subsidies to autonomous Government enterprises.

However, President Leoni stated recently that a tax increase is necessary to assure sufficient financial resources to meet increasing demands for economic and social development. The President also remarked that the tax burden on the internal sector of the economy (excluding the petroleum and iron mining sectors) is one of the lowest in the world and that present taxes are regressive and inelastic with respect to income changes.

There are indications that the Government's tax proposals will be presented to Congress during the current session.

The shortage of mortgage credit for private housing construction worsened during the first quarter, causing a significant reduction in new housing starts. Thus far the Government has not acceded to construction industry appeals for di-

rect financial assistance. However, it has provided indirect assistance in the form of tax exemptions for rental property and a guarantee for a $5 million foreign loan to the savings and loan system.

Government plans to establish a government-insured mortgage system coupled with a secondary mortgage market might also channel additional private savings into housing.

Short-term bank credit was relatively free, in a normal seasonal pattern. Authorities continued to be concerned, however, over the flow of local savings into foreign mutual funds and the alleged excessive use of bank credit by foreign-owned firms. The Superintendent of Banks issued a resolution on February 11 prohibiting the sale of mutual funds or the use of local advertising to solicit such sales or deposits in foreign banks.

The National Banking Council is also reportedly considering methods of limiting local bank credit to foreign-owned firms.

At the end of December, the Ministry of Mines and Hydrocarbons informed the petroleum industry that the Venezuelan Government would not allow discounts on the sale of residual fuel oil of more than 10% of the posted price of $2 per barrel f.o.b. Venezuela. The Government said it set the maximum permissible discount in order to avoid a further deterioration in fuel oil prices in the U.S. market.

Price reduced

This unexpected order caused considerable concern, since it set a price ($1.80 per barrel f.o.b.) which the industry does not consider competitive with that of other energy sources in the U.S. market, the principal consumer of Venezuelan residual fuel oil. However, the Ministry had advised the industry that it would take market factors into consideration and, after a study of the market and pricing, issued a new order increasing the discount from 10 to 15%. This dropped the price at which the companies can sell Venezuelan residual fuel oil to $1.70 per barrel f.o.b. Venezuela.

The Ministry of Finance has presented the major petroleum companies with a claim for back income taxes for the years 1958 to 1960. These claims arise from the Government's contention that realized petroleum prices during this period were below the prices that could have been realized if a smaller discount from posted prices had been set. Conversations between the industry and the Government looking toward the settlement of the tax claims are continuing.

Petroleum production for the first quarter of 1966 averaged 3,455,840 barrels per day, down 1.71% from the comparable 1965 period. Some concern was expressed over the decline which, while relatively small, is in contrast to the sharp production increase in other petroleum-producing countries.

In late 1965, the Venezuelan Government announced its intention of reducing imports of fresh deciduous fruits, in order to encourage increased consumption of Venezuela's tropical fruits.

Quotas suspended

In January, all relevant import quotas were suspended pending the establishment of new quotas and the issuance of licenses for use during the first half of 1966. When the 1966 quotas were issued they reflected almost no reduction from the 1965 levels, and the Government announced that the projected 10% annual reduction in quota amounts would not be applied this year.

The Venezuelan Association of Exporters and the Banco Agricola y Pecuario have announced an agreement for the barter sale of 44,000 metric tons of rice to Italy. Twenty percent of the rice will be paid for in cash and the remainder bartered for Italian farm equipment, for a total price of approximately $4.9 million.

A change in the Government's milk pricing policy has aroused widespread controversy among producers and pasteurizers. The retail price of pasteurized milk was cut by 10%, with the producers and pasteurizers absorbing the reduction.

At the same time, the Government eliminated the previous contingency system whereby one unit of whole powdered milk could be imported for each unit produced locally, and established quarterly import quotas based on the preceding quarter's domestic production.

The Government also equalized the retail price of domestic and imported powdered milk. As of the end of the first quarter, no new import quotas had been issued.

Restrictions on the importation of feed wheat have been under consideration for several months. Trade sources expected that, due to a surplus of domestic yellow corn, a contingency requirement that one unit of local corn be purchased for every two units of imported feed wheat would be imposed in the second quarter. Reportedly, this measure will only be utilized when necessary to assure a market for domestic corn during periods of surplus.

President Leoni's annual report to Congress in January highlighted labor's progress during 1965. The President noted a drop in unemployment to 9.7% of the 2.8 million work force, and cited the absence of bitter strikes as a sign of growing maturity in labor-management relations.

OIL STILL DOMINATES Venezuela's economy, although Government efforts at diversification are helping to lessen dependence on oil revenues. These men erect a new derrick near Maracaibo.

The two oil workers' federations, FEDEPETROL and FETRA-HIDROCARBUROS, presented their draft collective labor contracts to the oil companies in the second quarter. The question of job stability for workers will be the principal topic in negotiations for a new three-year contract. Other issues include the use of contractors, social security coverage, and wage increases.

Shipping pact canceled

The national shipping line, C.A. Venezolana de Navegacion (CAVN), has informed Grace Line of its desire to terminate the pooling agreement signed in 1961. CAVN management maintains that the position of the U.S. Maritime Administration concerning waivers on Export-Import Bank cargo is contrary to the agreement. Termination was scheduled to become effective on June 2, after which all exonerated cargoes must be carried in Venezuelan bottoms in accordance with Decree 331.

Announcement of an increased summer schedule by VIASA, the Venezuelan national airline, reflects its awareness of the strong growth in air traffic between the United States and Venezuela. VIASA anticipates a greater flow of tourists this year, partly as a result of the reduction

in excursion fares. Consequently, an additional flight has been added to both the New York and Miami routes.

To cope with the growing air traffic, the Government has also announced a substantial modification and expansion project for Maiquetia, the country's principal international airport.

International telephone communications will be greatly improved when the 80-channel submarine cable under construction to the Virgin Islands is completed in August. Initially, 33 channels will be put into service to replace the four channels presently in operation.

Guayana development

Development of the Guayana area of Eastern Venezuela continued at a steady pace during the first quarter. Reynolds International laid the cornerstone for its aluminum plant near Puerto Ordaz. The plant, which will cost approximately $26 million, is a joint venture with the Government's Guayana Development Corporation (CVG), and will have annual capacity of 10,000 tons for the domestic market.

Also, an agreement between Orinoco Mining Company (U.S. Steel) and the Government on a back taxes claim opened the way for Orinoco to proceed with its iron ore reduction plant in Puerto Ordaz. The plant is expected to be completed in two years and will have an initial annual capacity of one million tons of high iron content pellets.

To accommodate the rapidly expanding population in the San Tome de Guayana region, CVG completed the first stage of an ambitious housing program by inaugurating 1,069 low-cost homes in Puerto Ordaz. A total of 684 more are being constructed in a satellite city adjacent to Puerto Ordaz.

Good progress was also reported on the construction of the aqueduct to supply the San Tome area, and work on the suspension bridge across the Orinoco River continues well ahead of schedule.

U.S. partner sought for Ecuadoran waste plant

The Quito Municipal Council proposes a joint venture with a U.S. company to establish a modern solid waste treatment plant.

The Council has established a new firm to install the facility with an initial investment of approximately $278,000.

Write, preferably in Spanish: Junta Promotora de la Empresa Municipal Para la Industrializacion de la Basura, Consejo Municipal de Quito, Quito, Ecuador.

BRAZIL'S DEVELOPMENT EXPENDITURES are expected to total about $3-4 billion this year, creating a bright market for increased U.S. exports. These tank cars are being loaded at a margarine plant in Lapa.

Brazil's import market primed for recovery; outlook bright for increased U.S. sales share

Government continues to ease import and exchange restrictions; AID program provides healthy boost for U.S. export sales

By HOWARD W. POTTER
Assistant Commercial Attache, U.S. Embassy, Rio de Janiero

Brazil's market for imported goods is primed for recovery in 1966. Depressed at around $1 billion in both 1964 and 1965, imports in 1966 are expected to regain or surpass their earlier plateau of around $1.3 billion. Conditions also seem favorable in 1966 for the U.S. to boost by several points its normal 30-33% share of the Brazilian market.

The improved outlook for Brazil's import market is soundly based. Through its economic program and with the support of foreign loan and credit, the Brazilian Government has made steady and impressive progress toward economic stabilization.

Brazilian industry, which experienced a recession early in 1965, is replenishing draw-down stocks and is moving into higher gear, in anticipation of rising sales both at home and abroad. Favored by good growing conditions, agriculture is doing well in both food crops and export produce. Brazil's mineral sector, especially its iron ore mining industry, is tooling up in order to meet long-term export commitments and to enter new international markets.

Development outlays

Capital development expenditures for the combined public and private sectors are expected to reach the equivalent of $3-4 billion in 1966. Of this amount new private foreign capital will contribute around $130 million. The U.S. Government will make up to $450 million avail-

able for Brazil's development during the year, and this will be supplemented by loans from international lending agencies and from third countries. An estimated over-all growth rate of 6% is forecast for the year.

Realizing that growing quantities of imports will be required for consumption and economic development, Brazil is liberalizing its exchange and import control system. Last November, the Brazilian Government eliminated the financial charges on exchange contracts for imports (10% exchange surcharge and 50% prior deposit). In January the guarantee deposit, which had been required in amounts of up to 100% of the value of the exchange contract for most categories of private imports, was reduced to 25%. This deposit was completely eliminated in April.

Import lists

In January 1965 the Brazilian Government began to transfer goods from the Special Import Category to the General Category. The January transfer list, containing some 400 items, was followed by a second list of about 160 items in March. Further lists are expected to be issued intermittently in coming months.

The wide variety of consumer, capital, and other goods thus far affected may now be imported free of the Special Category's global quota and without the special exchange certificate previously sold at weekly auctions for rates ranging from two to several times higher than the official rate of exchange.

Further incentive for U.S. exports to Brazil is derived from the AID program. Under the 1966 program $150 million will be made available to both the public and private sectors for the importation of essential goods from the U.S. Of this amount $30 million will be earmarked for a Capital Goods Fund to purchase U.S. industrial machinery and equipment on intermediate credit terms.

Various other U.S. resources will be made available to Brazil during 1966. A PL-480 loan of about $60 million is being negotiated and it is expected that the Food for Peace shipments will continue in 1966 at a level of about $40 million.

AID announced a commitment of $100 million for projects in fields such as power, fertilizers, transportation, telecommunications, cooperatives, and education. The Eximbank will continue to consider financing of new Brazilian projects on a selected basis.

The projected expansion of Brazil's market in 1966 offers increased opportunities for virtually every type of commodity, including bulk items such as wheat and coal, industrial raw materials such as chemicals and pharmaceuticals, manufactured goods (especially iron and steel and non-ferrous alloys), machinery and transport equipment, and miscellaneous consumer non-durables.

However, the area in which Brazil is likely to increase its imports most heavily is machinery and equipment. The import demand for these items in 1966 is expected to be around $500 million, resulting from development projects in both the public and private sectors.

The Brazilian Government will require large amounts of imported machinery and equipment in connection with development projects in electric power, roads, petroleum exploration and development, railways, communications and agriculture.

The private sector also requires a very broad range of machinery and equipment imports as a result of both replacement programs and new plant projects in such diversified fields as automobiles, fertilizers, plastics, food processing, hardboard, steel works, earth moving equipment, aluminum, paints, and other products.

Competition for the sale of machinery and equipment to Brazil has been severe in the past and it will not relent in 1966 under the influence of the higher projected import demand. Major international manufacturers are well represented in this market, and Brazil's own capital goods industry is steadily approaching maturity.

Thus, U.S. exporters will find their best opportunities in advanced types of heavy machinery and in the more complex types of equipment which are not yet manufactured in Brazil. U.S. machinery exporters should exert every effort to make known to Brazilian industry the characteristics and advantages of their latest and most efficient models.

BRAZIL'S EXPANDING MARKET is reflected in this streetful of shoppers in Rio's business district.

NEW AUTOMOBILE PLANTS will require heavy imports of machinery and equipment, as Brazil's private businessmen resume their buying habits after last year's recession. Below is the Ford plant at Sao Paulo.

U.S. EQUIPMENT CLEARS THE WAY for a rural Guatemala road, which will aid in marketing the increased crops expected by farmers this year and also bring remote areas into the money economy.

Guatemalan business community looks to incoming Government to improve commercial climate

Balance of payments situation expected to be new Government's chief economic problem; chronic credit shortage slows business

Although the provisional military government of Guatemala, which continues in power until July 1, has created an improved business atmosphere, there are still some causes of pessimism for prospective investors.

The passage of several decree-laws during the first quarter placed new restrictions on the import and export of virtually all goods, granted export industries special incentives, required mandatory local incorporation for foreign insurance corporations, placed price controls on locally produced insecticides, and regulated foreign investment in radio and television stations.

The combined impact of these several actions has dampened the enthusiasm of both long-time American investors and potential future investors. However, with the installation of the newly elected Guatemalan legislature on May 5 and the scheduled inauguration of President Mendez-Montenegro on July 1, there is a certain amount of optimism that the new Government will clear the atmosphere created by these recent regulations.

Liberal profits policy

The Bank of Guatemala continued its relatively liberal policy on remittances of profits and capital abroad, limited rediscounting privileges of commercial banks to $26 million, thus tightening credit, and imposed new restrictions on the availability of foreign exchange for travel. Local bankers and their customers continue to complain of tightness of credit, a chronic problem.

Observers expect the new civilian government to face a serious balance of payments situation upon taking office. Imports have increased far more sharply than exports, and unfavorable balances on service and tourist account have drawn down foreign exchange balances. Consequently, imports have been increasingly financed by foreign short-term credit, furnished in some cases by banks and in some cases by suppliers.

Increased manufacturing capacity in the Central American Common Market (CACM) reportedly has slowed the sales of imported consumer goods. Local merchants fear that the country's worsening balance of trade deficit may cause the Government to take measures to control imports from outside the CACM of these and other non-essential goods.

Retail sales off

Retail sales were somewhat lower than the record levels of the first quarter of 1965, and collections were off, in some cases sharply. Despite increased CACM production of textiles, stores which cater to upper middle-class customers continued to import fabrics, many from U.S. suppliers. Sales of American cars, and other automotive equipment, although lower than in 1965, held up reasonably well.

The National Electrification Institute (INDE) has no new projects in the final stages of planning, and few other capital development projects are ready for construction at this time. Consequently, sales in these areas will probably be off in 1966. As International Nickel Company continues to develop Guatemala's nickel deposits, U.S. suppliers may find increased markets for heavy mining and transportation equipment.

During the quarter 12 firms were granted status as "new" or "existing" industries under Guatemalan investment laws, thereby qualifying for preferential treatment on taxes and import duties. These industries have made or will make investments totaling nearly $1 million, and include producers of such diverse products as glass jars, apparel, chemicals, soap, plastic items, light bulbs, and processed foods.

Eight additional requests representing potential investments of $2.1 million were made for preferential treatment under the investment laws, an indication of continued confidence by some investors in Guatemala and Central America.

A new yeast factory representing an investment of some $500,000 was opened about 50 miles southwest of Guatemala City. The new company is a joint venture with Red Star Yeast

Products Company of Milwaukee. Another American company, Basic Mining Corporation of Cleveland, has requested concessions for several deposits on land north of Lake Izabel. These promising deposits may eventually produce magnesite and nickel. Basic has established a local corporation, Minerales Basicos de Guatemala, S.A., to handle its Guatemalan interests.

On February 17, the Government issued a decree-law creating an industrial bank, which will be the country's first investment bank. It is capitalized at about $1 million, contributed by 250 corporations who are obliged to deposit 10% of their duty-free exonerations under industrial encouragement laws. The deposits become non-redeemable shares in the bank.

The recently created Workers Bank has begun issuing its first loans. Most loans were small and were for debt repayment, housing improvements, and medical care. Applications by the end of March totaled 1,100, of which 240 had been granted.

Lower air fares

Pan American World Airways and the Salvadoran Airline (TACA) announced substantially lower 30-day tourist fare rates for passengers between Guatemala City and New Orleans and Miami. However, the Guatemalan Airline (AVIATECA) objected, and the three companies have entered negotiations which may result in a special surcharge on all jet-tourist excursion fares between these cities.

Production of the three major agricultural crops is up considerably. Coffee production is up 23% to about 2 million bags of 60 kilograms each, and exports will probably total more than 1.7 million bags, a 31% increase.

Due to a late maturing crop, the harvesting and ginning of cotton did not reach full scale until early January. Current estimates place cotton production at 350,000 bales, a 17% increase. Increasing production costs and the possibility of further decreases in world cotton prices are causing some farmers to consider changing to cattle or corn production.

The Sugar Association estimates production at 165,000 short tons, an increase of 14% from the previous year. Domestic consumption is expected to increase 9%, and exports are forecast at 46,000 short tons, a 27% increase. Guatemala is expected to fulfill its 1966 U.S. premium sugar quota of 38,078 short tons.

AID studies cite particle board, chemical opportunities in Central America, Guyana

Businessmen can order reports at reproduction costs

Reactivating a particle board plant in Guyana and development of the chemical industry in Central America provide profitable opportunities for U.S. investors, according to recent studies prepared by the Agency for International Development.

The 31-page particle board report examines the potential market in Guyana, production factors, costs, and profitability. It cites the Government's estimate that approximately 1500 homes a year will be built in Guyana over the next several years utilizing a total of six million board feet of lumber per year. Between 20% and 50% of this amount reportedly could be particle board. According to the report the reactivated plant employing one shift of 30 men would be capable of producing 3.6 million square feet of ¼-inch unsanded medium strength particle board a year.

The 50-page chemical study, prepared by Arthur D. Little, Inc., analyzes investment opportunities in seven major chemicals, including ammonia, hydrogen peroxide, phosphoric acid and sodium silicate. It strongly recommends full scale feasibility studies on each case. The report also describes the progress made in the Central American chemical industry, since 1962, and makes production and consumption projections through 1970.

Titles and prices

These two studies are included among 26 reports recently made available to businessmen at reproduction cost through AID's Catalog of Investment Information and Opportunities. Titles and prices of all 26 studies are listed in the fourth supplement to AID's 1966 edition of its free index to the catalog.

According to the particle board study, $234,000 will be necessary to reactivate the plant, including $87,000 for working capital and $147,000 for new equipment and machinery. During its initial organization period the venture could be expected to show a profit of $100,000 a year.

In addition to providing a summary of the overall industry, the chemical study examines the investment opportunities present in each of the seven major chemical fields and analyzes important factors such as the manufacturing process, market and distribution, costs and availability, and product and investment.

Abstracts of all 26 studies have been printed on cards and added to over 1,600 abstracts of other studies which comprise the entire Catalog. Each study is available at reproduction cost to interested U.S. firms and individuals. Complete up-to-date Catalogues, which can be consulted at no charge, is available at the Commerce Department's 42 Field Offices.

Specify type

Copies of the particle board report are priced at $3.60, microfiche at 50 cents and abstracts at 35 cents. Orders should specify the type of report requested and carry the title "Feasibility of Reactivating Particle Board of Timbers Development, Limited" and identification number 1/104/02394, SIC 3079.

Copies of the chemical report are priced at $10.60, microfiche at $1.75 and abstracts at 35¢. Firms ordering this report should specify the type of report needed and show the title "Investment Opportunities in the Central American Common Market—Chemical Industry" and identification number 1/00/02412, SIC 2800.

Orders can be placed at the nearest Commerce Department Field Office or mailed directly to Department of Commerce Clearinghouse for Federal Scientific and Technical Information, 410.14 Springfield, Va. 22151. Checks should be made payable to "National Bureau of Standards—CFSTI."

The Index to the Catalog of Investment Information and Opportunities is of particular interest to businessmen contemplating investment, licensing or trade with less developed countries.

Available upon request at no charge this new 100-page booklet and its four supplements list the titles and prices of the approximately 1,600 studies represented by abstracts in the Catalog, both by country and industrial classification.

To obtain a copy of the free index and its supplements, contact the nearest Commerce Department Field Office or **write:** Office of Development Finance and Private Eenterprise, Agency for International Development, Washington, D.C. 20523.

SMILING GREEK OFFICIAL, Commerce Minister Emmanuel Kothris (right), discussed the new U.S.-Greek textile agreement with Under Secretary of Commerce LeRoy Collins and Secretary of Commerce Connor.

Greek-U.S. textile pact amended; officials discuss trade barriers

Greece can now ship entire textile allotment in yarns; Commerce Minister holds trade discussions with U.S. officials

The United States and Greece have just amended their bilateral cotton textile agreement, which will run until August 31, 1970, to provide Greece with more liberal access to the American market than it had under the old agreement.

Greek shipments of cotton textiles to the United States are primarily in the yarn group. The new agreement will permit Greece to ship the entire aggregate ceiling of the agreement in yarn category ceilings, giving Greece complete flexibility in shipments of yarn.

On an excepitonal one-time basis, the United States also has agreed to permit Greece to ship 2 million pounds of yarn in excess of the bilateral ceiling of 1.05 million pounds during the twelve-month period beginning September 1, 1965.

The United States and Greece also entered into a memorandum of understanding in which the United States agreed to increase the yarn ceiling in the bilateral agreement by 250,000 pounds when extension of the Long-Term Arrangement Regarding International Trade in Cotton Textiles (LTA) is assured and to permit Greece to ship up to 2 million pounds of yarn annually, barring a significant downturn in the U.S. cotton textile industry.

While in Washington to sign the agreement, Greece's Commerce Minister Emmanuel Kothris lunched with Secretary of Commerce John T. Connor and discussed several Greek-U.S. trade problems with Commerce Department officials. Topics included U.S. overseas investment policy and its relation to investments in Greece; the need for American capital in Greece; U.S. trade promotion techniques, and the impediments to trade between the two countries.

Guyana creates fund to finance U.S. exports, services

New and expanding industries to be boosted by 20-year trust

Creation of a 20-year trust, the Private Industrial Fund, in newly independent Guyana will help qualified private firms to finance capital goods and technical services from the U.S. for new and expanding industries.

The trust will be formed within a Central Bank to promote private industrial development and economic diversification. A $2 million loan, authorized by the Agency for International Development will finance procurement of the U.S. goods.

At the outset, the Fund's assets will consist of the AID credit and a total contribution equivalent to $1.74 million from the Guyana Government, payable into the Fund at the annual rate of $348,000 for 1966 through 1970. A further increase in the Fund's resources is expected through additional foreign credit.

The Fund, to be administered by the Government-owned Guyana Development Corporation, will authorize subloans to qualified industrial borrowers through local commercial banks who will carry the credit risk.

Dollar sub-loans

Initially, the sub-loans will be made in dollars, for terms ranging from three to 10 years and will be repayable in local currency.

The country's economic growth has been hindered by lack of medium and long-term loan funds at reasonable rates.

The Fund is expected to attract many investors as there appears to be a ready market in Guyana for products of certain types of manufacturing and food processing plants. To encourage private industry, the Government offers new enterprises a five-year tax holiday and an accelerated write-off on capital equipment.

Guyana will repay the AID loan in dollars within 40 years, including a 10-year grace period.

Maritime Administration proposes revisions in war risk insurance binders, policies

Present terms found inadequate for needs of waterborne commerce

The Maritime Administration has proposed revisions of the terms and conditions under which war risk insurance binders and policies will be issued under Title XII of the Merchant Marine Act, 1936, as amended.

Because the war risk insurance now provided by commercial underwriters contains indefinite provisions and retroactive automatic termination clauses, the Maritime Administration is prepared to find that war risk insurance adequate for the needs of the waterborne commerce of the U.S. cannot now be obtained on reasonable terms and conditions from companies authorized to do business in the U.S.

Effective Aug. 1, the Maritime Administration proposes to issue war risk hull insurance policies on a mutual basis to qualified shipowners who agree to terms and conditions of the policy, including contingent liability for assessments levied against them on a pro rata basis by the Maritime Administration. Initial premiums will be charged at current commercial rates. The amount insured will be "just compensation" as determined from time to time by the Maritime Administration, although under present law the shipowner has the right to reject this value and sue the Government.

Distribution of assets

After all claims for losses during the period covered by the policies have been finally settled and paid, the remaining assets in the insurance fund derived from the policyholders as premiums and assessments will be distributed pro rata among the policyholders.

The Maritime Administration will issue war risk insurance binders providing for mutual insurance coverage to attach automatically and simultaneously with the day and hour the commercial war risk insurance terminates as a result of advance written notice served by the underwriter on the shipowner without any retroactive application.

The interim binders and insurance policies will provide in accordance with national policy that they are subject to the condition that in the event of a general war involving a significant nuclear attack upon the U.S., insurance will be payable only to the extent that such payments are consistent with overall national emergency needs, available resources, and national policy on the equitable sharing of war losses.

Interested persons are invited to submit views and comments on the proposed amendments to the Maritime Administration on or before July 1.

U.S.-Argentine trade group holds first discussions

The Joint Argentine-United States Trade and Economic Committee held its initial meeting in Washington from May 17-19.

The prospects for the investment of private capital in Argentina were considered in detail, and the delegates agreed that there are several favorable opportunities for United States citizens and companies. It was agreed to increase cooperation in encouraging investment in Argentina. Toward this end, consideration is to be given, among others, to agreements on double taxation.

Bilateral commercial relations were considered with respect to the need for bringing about a general increase in the level of trade, particularly in Argentine exports to the U.S.

Austrian dealer loses U.S. export privileges

Josef Leo Gruber, sometimes known as Josef Leopold Gruber, trading as "Opera" Tonaufnahmestudio Josef Leo Gruber, Vienna, Austria, has been denied U.S. export privileges indefinitely for refusing to answer questions and furnish documents regarding his disposition of certain U.S.-origin sound recording equipment.

The equipment, which is of strategic nature, was exported by a U.S. supplier and was subsequently delivered to Gruber in Vienna. The Department of Commerce's Bureau of International Commerce is seeking to determine whether the equipment was reexported or traded in violation of U.S. export regulations.

Suspension of export privileges was effective May 31 and will remain in effect until Gruber furnishes the Department with the requested information.

All outstanding validated export licenses in which Gruber or his firm have an interest are revoked. He and his firm are prohibited from engaging, directly or indirectly, in any transactions involving commodities or technical data exported from the U.S. or otherwise subject to the Export Control Act. The restrictions are effective against respondent's agents and employees.

Firm gets probation for export violation

The Antwerp Marine Radio Co., Antwerp, Belgium, has been put on probation for three years for a violation of U.S. export regulations in attempting to obtain U.S.-origin radar equipment by misrepresentation.

The company admitted the charges, and agreed to the sanctions which became effective May 27.

The sanctions do not curtail the firm's export operations. However, any Export Control Act violation in the three-year period will result in revocation of export privileges for three years, and other restrictions on export trade in U.S. commodities or technical data.

The case was developed by the Department of Commerce's Bureau of International Commerce in 1965, when Michel Blomme was administrative director of the Belgian firm and Marcel Van Der Aa was commercial manager.

When the company was unable to obtain Belgian import certificates for the radar equipment which was intended for installation on an East German vessel, an effort was made to have the U.S. supplier conceal the nature of the equipment from U.S. authorities to avoid the necessity of obtaining a validated export license required for export from the U.S. The supplier did not accept the proposal.

Foreign manufacturers want U.S. licenses to produce variety of goods

Names, addresses of the eight producers available on request

Eight manufacturers abroad seek U.S. licensees for a process for granulation of blast furnace slag; a fully automatic wallpaper rolling machine; accoustical tile; pipeline ball valves and flanges; a small portable gasoline engine; tent pegs; pocket size games; and a vaginal douching instrument.

For additional information on these products and the names and addresses of the manufacturers, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230. In writing, refer to the appropriate File number assigned each opportunity described below.

A Belgian firm seeks U.S. licensees for techniques involved in its process for granulation of blast furnace slag. The process employs a conforming jet which mixes with the molten slag in such a way that tiny localized explosions form the slag droplets into irregularly shaped granules.

Advantages claimed

The material, according to the firm, is extremely hard and friable and requires no further processing since the process delivers it clean, dry and uniform ready for bulk hauling. The system is continuous and automatic, requires very little maintenance, and compact to fit into many existing systems. The firm claims its system is used almost universally in Europe and has been recently adopted in Asia as well. **File 1403.**

A Swedish manufacturer is interested in licensing a U.S. firm to produce its fully automatic wallpaper rolling machine. The equipment is a piecing-up machine with rolling according to the centerles method between four rubber rollers. It can be equipped with alternative types of roller gear table and unrolling and stamping devices. **File 1404.**

A French firm seeks U.S. licensees to produce its accoustical tile used for installation with suspended ceilings. The firm reports that its tile is unique in the world. **File 1405.**

Investment Assistance

Firms responding to investment opportunities listed in this section may wish to inform the Bureau of International Commerce of their action in order that follow-up assistance can be extended where appropriate. Notification can be by postcard or simply a carbon of the letter addressed to the foreign firm. This will insure receipt of additional information as it becomes avilable.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by writing BIC-876, Department of Commerce, Washington, D.C. 20230.

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce (BIC-916), Rm. 6323, Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms wishing to further their own joint venture and licensing interests abroad by calling Area Code 202, WO 7-4065 or by writing BIC-878, Rm. 1520, Department of Commerce, Washington, D.C. 20230.

An English engineering firm specializing in stainless and heat resisting steels would like a licensing arrangement with a U.S. chemical plant or pipeline valve and fittings manufacturer for production of its U.S. patented pipeline ball valves. The U.S. licensee should preferably have Canadian manufacturing facilities to also produce the firm's mantonflange which is patented in Canada and not the U.S. The firm reports that the two patents are inter-related and although the mantonflange is sold as an independent item for use throughout the pipeline contracting industry and is used extensively for fitting to pumps, valves, filters, bellows, it forms part of the design for ball valve bodies for use with the U.S. patent. **File 1406.**

Another British firm seeks a U.S. licensee to produce its small light weight, portable gasoline engine. Although the engine is not produced at present, the firm does have a prototype and reports very favorable results from marketing and engineering surveys conducted in the United Kingdom, Europe, and the U.S.

The firm claims its 1 horsepower, 1100 rpm. engine remains running in every position; weighs eight pounds and is completely waterproof. Many possible applications include chain saw, soil tiller, sander, grinder, paint sprayer, hedge cutter, crop sprayer, earth auger, and drill. A gear reducer is available for low speed applications. **File 1407.**

Tent pegs offered

A licensing offer is made by a South African firm for U.S. production of special tent pegs. The firm states its pegs work on a very simple but sound principle —tension at the hook is transferred through the resilient shoulder to the entire length of the shank in such a manner that the shank scoops deeper into the ground, instead of pulling over. Even vertical tension is taken care of by this peg, making possible shorter ropes requiring less space and reducing the hazard of tripping. **File 1408.**

A Finnish company offers licenses for U.S. production of its pocket size games. They are, according to the firm, "Palapeli"—involving moving different size pieces around in a confined space; "Escalera"—a South American game of dice; "Yoga Game"—a sheet of instructions to teach one how to play solitaire, miniature halma, hunters chess, and a drawing room game; and "Crossword Game"—which may be played by a group or as solitaire and can be used for solving crossword puzzles. **File 1409.**

U.S. licensees are being sought by a French firm for U.S. production of its vaginal douching instrument which has a U.S. patent pending. The instrument, which is being manufactured and sold in France, consists of a rubber hose and a plastic casing into which is inserted a medical or sanitary preparation in form of a stick that dissolves by rotating under water pressure. **File 1410.**

New Greek bank aids U.S. investors

A merger of three Greek organizations has resulted in creation of a central investment agency designed to offer substantial assistance to U.S. private investors in Greece.

The Hellenic Industrial Development Bank with a New York office, has been created through the merger of the Industrial Development Corporation, the Economic Development Financing Organization and the Tourism Credit Organization.

Although fully owned by the Government, the Bank is reported to be also a legal entity under private law and functions in the same manner as a commercial bank, unhampered by red tape. The Bank's management seeks primarily the cooperation of Greek and foreign entrepreneurial skill and, together with foreign capital, it seeks also to benefit from foreign technical know-how and scientific progress.

A unique brochure on the purpose and objectives of the Bank is likely to interest firms considering investment in Greece. Printed in four colors and four languages: English, Greek, French, German with each language related to a specific color, the pamphlet explains why the Bank was founded, describes its broad responsibility in the area of Greek industrial development, lists in some detail how it can help businessmen contemplating investment in Greece and presents its balance sheet as of Dec. 31, 1964 in U.S. dollars.

To obtain a copy of the brochure and gain additional information on Greek investment, **write:** Hellenic Industrial Development Bank, 1290 Ave. of the Americas, New York, N.Y. 10019, Attn: Francis H. Mahon, Deputy Director.

Jordanian seeks license to manufacture cigarettes

A Jordanian cigarette manufacturer seeks a licensing arrangement with a major U.S. firm to produce name brand cigarettes.

Established in 1963, the Jordanian company recently constructed a modern plant south of Jerusalem capable of producing one million cigarettes a day. It currently makes three brands of cigarette, one under English license.

The firm competes with a long established Jordanian cigarette manufacturer, which reportedly controls approximately 90% of the domestic market. The Jerusalem firm, therefore, plans to export a part of its production to Near East countries, and to work for a greater share of the Jordanian market.

According to the company, no U.S. brands of cigarettes are currently being produced in Arab countries and the area offers a lucrative market for a well known U.S. brand of cigarettes. In addition, the Jerusalem firm states that tobaccos imported as cigarettes are not subject to import duties.

The firm has approximately 175 employees and 18 traveling salesmen. Its present sales territory includes Jordan and Saudi Arabia.

Write: Jerusalem Cigarette Co., Ltd., P.O. Box 594, Jerusalem, Jordan. WTD.

Ecuador wants production of orange juice, utensils

Opportunities for U.S. investment in plants to produce orange juice and stainless steel eating utensils such as knives, forks and spoons are described in two Spanish language feasibility studies prepared by the Ecuadorean Government's Industrial Development Center (CENDES).

Firms interested in investing in Ecuador can obtain copies of these studies and 44 additional Spanish language feasibility studies prepared by CENDES, **write:** Centro de Desarrollo Industrial, Casilla Postal No. 2321, Quito, Ecuador.

TRUCK BODIES

A manufacturer of truck bodies seeks a licensing arrangement with a U.S. firm to produce these products in England.

The firm makes bulk hoppers and tippers with conveyor or blower equipment and hopper semi-trailers. Its construction techniques include riveted and welded fabrications in steel and aluminum and low pressure air systems for handling bulk materials. It would consider a cross licensing arrangement with a U.S. firm. Reportedly, the company was established in 1949 and has 70 employees.

Write: Charrold, Ltd., St. Peter's Rd., Huntingdon, England. WTD.

Pipe plant wanted in British Honduras

The establishment of a small drainage pipe plant in British Honduras to produce three-foot concrete pipes, 12 inches in diameter could yield a U.S. investor an annual profit of $26,000 on an initial investment of $81,000, according to a study recently released by the British Honduras Development Corporation.

The study points out that the planned construction of a new capital city 50 miles inland could provide an additional market for the plant's product. Reportedly, the rainy season in the area of the projected capital city necessitates good drainage systems.

The eight-page study examines important factors such as plant machinery and equipment, personnel requirements and anticipated sales and profits. According to the study, a 4,000 square foot plant site costing approximately $2,800 would be adequate for the proposed facility. The report assumes the availability of sufficient heat, water and electricity at the plant site.

The Government grants new industries a 10-year tax holiday and duty free importation of machinery equipment and raw materials.

To obtain copies of the pamphlet "Concrete Tubes—Drainage, Etc." and additional information, **write:** Development Finance Corporation, Belize City, British Honduras.

ENGINES

A Dutch firm specializing in the repair and overhaul of all types of engines, air compressors, and related equipment seeks a licensing arrangement with a U.S. firm to manufacture internal combustion engines, generator sets, air compressors and road building machinery for distribution in West Europe.

The Rotterdam firm, established in 1917, maintains extensive facilities, including a well equipped machine shop for the complete reconditioning and assembling of equipment up to 20 tons. Additional space for handling heavier equipment is available.

Write: Motorenfabriek De Sutter, 104-106 Wm. van Hillegaersbergstraat, Rotterdam, Netherlands. WTD.

World Trade Opportunities

Japan seeks prequalification for expressway construction

The Japan Highway Public Corp., also known as Nihon Doro Kodan, seeks prequalification of experienced contractors and bids on constructing seven sections of the Tokyo-Nagoya Expressway.

The projects are "G", "H", "I", "J", "K", "L" and "M" with June 20 as the submission date for all prequalification documents to be mailed to the Contract Section, Procurement and Right of Way Dept. of the head office of Kodan, 1-13, 1-chome, Shimbashi, Minato-ku, Tokyo. (Telephone: Tokyo (503) 0111).

The project's work includes cutting and embankment earthwork, bridges, viaducts, underpass structures, excavation of one tunnel, and two interchanges that are all located in the Shizuoka Perfecture. Highway locations by cities, by volume or listing of work on each project are given in detail on copies of each highway announcement. All steel and Portland Cement will be furnished by the Kodan, also subletting of the major part of the work will not be permitted by Kodan.

Firms located in the U.S. interested in bidding may obtain an announcement copy of any of the lettered projects and a sample information copy form for prequalification of applicants from the Department of Commerce, Building Materials and Construction Industries Division, Rm. 4014, BDSA (564), Washington, D.C. 20230. (Telephone: 202-967-3601).

Mexico invites registration for bidding on two projects

Mexico's Secretariat of Hydraulic Resources invites construction companies to register to be eligible for participation in bidding on the following two projects in Queretaro State.

The Hidalgo Dam project has a bid deadline of July 11, for which interested companies can obtain information from Direccion de Construccion de Graude Irrigation, Office of Secretaria de Recursos Hidraulicos, Reforma 69, Mexico D.F.

The second project is the Rehabilitation Works in Irrigation District 23, San Juan del Rio, Qro. with a July 18 deadline. Information on this project is available from Departmento de Rehabilitation, Direccion General de Distritos de Riego, at the above address.

Australia seeks supply, erection of transformers

The Electricity Commission of New South Wales invites bids for the supply and erection of four 585 mva, 330 kv generator transformers and two 100 mva, 330 kv station transformers for installation at Liddell power station.

All bids for tender No. 1725 must be received by the Manager and Secretary, Electricity Commission of New South Wales, Box 5257, G.P.O., Sidney N.S.W., no later than July 25.

A copy of the tender and specifications is available for review only, not for loan, in the Power and Electrical Equipment Division, Rm. 4124, BDSA-662, Department of Commerce, Washington, D.C. 20030. (Telephone: 202-WO 7-4241).

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Lawson-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor, Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 3-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Area Code 617 Tel. CA 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S. C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 16407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N. C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 589977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 226-0611.

JACKSONVILLE, FLA., 32202, 312 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR 4-3141.

LOS ANGELES, CALIF., 90015, Room 480, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 928 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N. Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2038 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA 2-4243.

SALT LAKE CITY, UTAH, 84111, 3225 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P. R., 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

Turkey to buy paint manufacturing materials

The technical Department, Naval Forces Command (Deniz Kuvvetleri Komutanligi, Teknik Daire Baskanligi, Elektronik Subesi Mudurlugu), Ankara, Turkey, has requested bids by June 25, for 24 items of materials for the manufacture of paints. The materials include 81,000 kg. titanium dioxide rutile; 14,000 kg. cuprous oxide; 1,000 kg. copper pigment; 2,000 kg. zinc dust; 2,000 kg. antimony oxide; 3,000 kg. coumarone-indene resin V-3; 3,000 kg. coumarone resin P-10; 2,000 kg. blown fish oil; 40,000 kg. methyl isobutyl ketone; 25,000 kg. methyl ethyl ketone; 2,000 kg. tricresyl phosphate; 500 kg. aluminum stearate; 7,500 kg. polyvinyl butyral resin; 15,000 kg. phenol formaldehyde resin; 5,000 kg. vinyl chloride-acetate copolymer; 5,000 kg. vinyl chloride-acetate alcohol; 3,000 kg. vinylidene chloride acrylonitrile; 500 kg. phosphoric acid 85% Class A; 2,000 kg. "Alloprene" (chlorinated rubber); 2,000 kg. chlorinated paraffin; 5,000 kg. hydrogenated methyl abietate; 2,000 kg. methyl ethyl ketoxime; 46,000 kg. phthalic anhydride; 20,000 kg. pentacrythritol.

English translations of terms and specifications are available from Modern Tercume Burosu, Menekse Sokak 20/7, Kizilay-Ankara, Turkey, upon payment of $5 including air mail charges.

India seeks equipment for turbines, alternators

Bharat Heavy Electricals, Ltd., an Indian Government agency, needs the material and equipment for use in the manufacture of steam turbines, alternators, and associated equipment of 12, 55, and 100 mw. capacity.

Included are heavy high tensile steel plates; tool alloy and carbon steel sections and plates; copper and brass plates and sections; condenser tubes of admiralty brass, aluminum brass, cu-ni; seamless tubes for pressure piping, both hot rolled and cold drawn; large steel forgings and castings for turbo-alternator rotors; silver alloyed copper for rotor strips and commutator segments; electric stamping steel for dynamos, oriented and non-oriented grades; insulation material—glass textile laminates, slot insulations, insulating varnishes; regulation equipment for alternators—automatic voltage regulators, CO^2 extinguishing equipment field switches; special welding wire—automatic welding, pressure welding; glass covered copper wires and similar cables.

Specifications and quotations should be sent to M. S. Sastry, Executive Engineer, Planning/Production, Bharat Heavy Electricals, Ltd., Ramachandrapuram, Hyderabad 32, Andhra Pradesh, India.

Australia to build station for communications satellite

The Overseas Telecommunications Commission (Australia), 12 Spring St., Sydney, N.S.W., Australia, has issued tender No. 544, for supply and installation of a complete communications satellite earth station in Eastern Australia.

The installation is to be complete with antenna and feed assembly, communications receiver, and transmitter, tracking receiver, program tracking system, control and telemetry systems, and primary and emergency power systems, as well as providing for installation and check out. Partial tenders will be considered.

The deadline for offers is June 24 at the offices of the General Manager of the Commission. Copies of the specifications are available without charge from the General Manager.

Loan copies of the tender documents are available to firms in the U.S. from the Electronics Division, BDSA-658, Rm. 4125, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Bid deadline extended for Baghdad University

The Iraqi Ministry of Works and Housing is extending the deadline on the Third Phase of the Baghdad University, Contract No. 3, from July 7 to Sept. 6 for contractors and civil engineers to register or bid on this project.

Specifications and tender documents for this Contract are available for examination and also can be purchased for $896 in the office of the consultants, Architects Collaborative International, 63 Brattle St., Cambridge, Mass. 02108. (INTERNATIONAL COMMERCE, May 30, p. 48 and April 25, p. 29).

Radio equipment requested in Iraq

The Central Foreign Purchasing Board, Ministry of Finance, Baghdad, Iraq, has issued tender No. 30/66, calling for delivery and installation, and one year's maintenance of a 50 watt/100 watt, four channel, HF transmitter and receiver base station, with 60 ft. masts and four similar mobile units, with 12 V DC power supplies.

All the equipment is to operate in the 2-16 MHz band. The equipment is to operate in Morse as well as radio telephony and should be crystal controlled. Iraqi personnel are to be trained in the manufacturer's factory. The equipment is for the Directorate General of Police.

Bid deadline is July 24 at the offices of the Central Foreign Purchasing Board. Bid terms and specifications are available without charge from the Board in Baghdad.

Supply of valves wanted in England

The North Thames Gas Board, Central Stores, Great West Rd., Brentford, Middlesex, England, has issued a tender (Ref: CB 26/31) for supply and delivery of stop valves, and by-pass and control valves for cryogenic service for the liquid methane plant.

Valves required, include four, 8" bore stop valves with a working pressure of 880 p.s.i.; eight, 8" bore stop valves with a maximum pressure of 1,320 p.s.i.; four, 8" bore, non-return valves with a maximum pressure of 1,320 p.s.i.; and two, 8" bore stop valves suitable for a maximum pressure of 880 p.s.i. on the downstream side and 1,000 p.s.i. on the upstream side. The bid deadline is July 1.

Specifications are available on a short-term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-588, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5589).

Turkey wants tenders on radio equipment

The General Directorate of the PT&T, Ankara, Turkey, has called for tenders for 10 sets of VHF radio communications equipment.

The equipment is to be single channel, full duplex, telephone transceivers, operating in the 148-174 MHz band, FM. Five of the sets are to have a power output of 5 watts, and five are to have 25 watts ratings.

The bid deadline is June 24.

English translations of the bidding specifications are available for $6, which includes airmail postage, from Modern Tercume Burosu, Menekse Sokok 20/7, Kizilay-Ankara, Turkey.

Greece extends deadline for feed mills' tenders

The Agricultural Bank of Greece, Permanent Supplies Committee, 23 El. Venizelou St., Athens, Greece, has extended the bid deadline for the supply, installation and start up of 10 or 11 mixed feed plants for livestock and poultry from June 15 to Sept. 1. (INTERNATIONAL COMMERCE, May 16, p. 22).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192; U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

011 Field crop farms

IRAQ—Watermelon, cucumber, green pea, green bean seeds. Direct purchase and agency. Iraqi Agricultural Collective Co. (importer, wholesaler, retailer, commission agent), 28D/86, Karkh, Nasir St., Baghdad. WTD 5/14/66.

TOGO—Yellow corn, alfalfa, requests price quotations. Enterprise Commerciale Industrielle Agricole Togolaise (ECIATO), B.P. 42, Anecho.

019 Commercial farms

● **GREECE**—2,000 heifers suitable for breeding. Bid deadline June 14, Tender No. 1945. Agricultural Bank of Greece, Permanent Supplies Committee, 23 El. Venizelou St., Athens.★ (Telephone: 202-WO 7-4794).

086 Gathering of forest products

MALAYSIA—American wild and cultivated ginseng, (approx. 1,000 lb. per month). Direct purchase and agency. Yong Fong Thai, (importer, retailer, wholesaler, agent), 76 Petaling St., Kuala Lumpur. WTD 5/13/66.

101 Iron ore

IRAQ—Iron ore or iron pyrite ash for manufacture of Portland cement; 5,000 tons. Quote c & f Basra. Cement Marketing Bureau and Construction Materials Co., (Government agency), Tobacco Monopoly Bldg., Jumhuriya St., Baghdad.

151 General building contractors

● **MALTA**—"B" Power Station extension construction work for Electricity Board. Con-

tract No. 1 is for supply and erection of welded and riveted fabricated steel. Contract No. 2 for turbine house and boiler-bay extension. Interested and experienced contractors should mail prequalifications not later than June 9 to either Freeman Fox and Partners, 25 Victoria St., London S.W.1, or to General Manager, Malta Electricity Board, National Rd., Blata-il-Bajda, Malta, G.C. Bid deadline is June 23 for tenders to reach Malta Electricity Board. Copy of tender announcement only available.★ (Telephone: 202-967-3601).

161 Highway, street construction

● **LIBYA**—Construct sewerage, stormwater drainage plus roads and streets in Area C of new town of Barce (Libyan Al Merz) which is planned to populate 20,000. Bid deadline is 11 a.m., Aug. 3. Tender documents available from the authority named below upon payment of $280 (not refundable). Deposit in cash or by Libyan Bank letter of credit for 2% of tender value is required with each tender, and is to be increased to 5% if tender is accepted by The Barce Reconstruction Organization, 55 Omar Mukhtar St., Benghazi.

162 Heavy construction

● **INDIA**—Dam across Periyar River at Idikki; constructing a 550′ high concrete arch dam involving 600,000 cu. yds. concrete (460,000 cu. m.). Tender No. H.E.P. 5/1966, bid deadline 12 noon (IST) July 20. Mail bids to, also tenders available for $17, payable in advance and not refundable from, Chief Engineer, Civil, Kerala State Electricity Board, Post Box 21, Trivandrum.

195 Small arms

FRANCE—Hunting guns; semi-automatic pistols; shooting equipment. Henry-Huret (retailer), 49 rue de Paris, 59 Lille. WTD 5/9/66.

GERMANY—Shot guns, sports rifles, ammunition, accessories for hunting, sporting equipment, including leather goods for hunting, optical equipment. Direct purchase and/or agency. Albrecht Kind (importer, exporter, manufacturer, wholesaler), Postfach 45, 5282 Hunstig, Post Dieringhausen. WTD 5/9/66.

196 Small arms ammunition

FRANCE—Hunting cartridges. Henry-Huret (retailer), 49 rue de Paris, 59 Lille. WTD 5/9/66.

201 Meat products

HONG KONG—Frozen poultry, whole and parts. San Fong Co., Ltd. (importer, wholesaler), 502 Li Po Chun Chambers, Des Voeux Rd. C., Hong Kong. Cable: FROMEAT. WTD 5/10/66.

NETHERLANDS—Frozen meat, other slaughterhouse products, such as oxtails, pork livers. T. de Vries N.V. (importer), 88 Herestraat, Groningen. WTD 4/27/66.

203 Canning, preserving foods

AUSTRALIA—Pickled products, condiments, olives in brine. Direct purchase and agency. Epicure Continental Food Co., Pty., Ltd. (importers, wholesalers), Cochranes Rd., Moorabbin, Victoria. WTD 4/22/66.

GREECE—Canned meat, fish, fruit. Importer-distributor requests replies with FAS New York or San Francisco price quotations or CIF Piraeus price quotations. Exclusive distributorship. P. Hagipanagou & G. Passalis (importer, distributor), 26 Socratous St., Athens. WTD 5/17/66.

LEBANON—Canned and cured sea foods; canned fruits, vegetables, preserves, jams. Direct purchase and agency. Eastern Commercial Agencies (importer, wholesaler), Shoucair Bldg., Bechara Khoury St., Beirut. WTD 4/25/66.

NETHERLANDS—Canned and dried fruits, canned and frozen fish products. Direct purchase and/or agency. Exclusive representation desired. N.V. v/h P.C. Vis & Co. (importer, sales agent), 20-21 Pr. Hendrikkade, Amsterdam. WTD 3/24/65.

204 Grain mill products

MALAYSIA—Feed supplement for animal food industry; direct purchase and agency. Pan-Malayan Veterinary Products (importer, exporter, wholesaler, retailer, agent), 2 Bridge Rd., Penang. WTD 3/24/66.

208 Beverage industries

FRANCE—Flavoring extracts, colors for confectioners' use. Le Bonbon d'Auvergne (manufacturer), 63 Puy-Guillaume (Puy-de-Dome). WTD 4/2/66.

IRAN—Flavoring extracts and aromatics for use by manufacturer of bakery products, candy, jelly, chewing gum. Pars Industrial Co., Inc. (manufacturer), P.O. Box 703, Tehran. WTD 2/10/66. TM-115T.

220 Textile mill products

AUSTRALIA—Textile materials—piece goods only. Direct purchase and agency. T. & M. Honig, Pty., Ltd. (importer, wholesaler), 3rd Fl., Lancashire House, 50 Flinders Lane, Melbourne, Victoria. WTD 6/4/65.

Trousering fabrics, for use in manufacturing winter sports trousers, slacks for men. Leisurefit Slacks, Pty., Ltd. (manufacturer), 251 Latrobe St., Melbourne, Victoria. WTD 9/11/64.

SOUTH AFRICA—Natural and man-made fiber materials for manufacture of women's, girls' lingerie. Lolita Lingerie (Pty.), Ltd. (manufacturer), P.O. Box 2484, Cape Town, Cape Province. WTD 4/20/66.

221 Broad woven fabric mills, cotton

AUSTRALIA—Drapery piecegoods, dress fabrics, printed cottons, stretch fabrics—all of medium price range. Direct purchase and agency. American Importers (importer, agent, distributor), 289 Flinders Lane, Melbourne, Victoria. WTD 4/23/65.

222 Man-made fiber, silk

HONG KONG—Dacron for men's, women's suitings. Also seeks "close-outs" of knitted and woven materials, in suit lengths or in bolts, including nylon, cotton, nylon mixed. Maritime & Trade (International), Ltd. (importer, exporter, ship charterer), 2210 International Bldg., 141 Des Voeux Rd. C., Hong Kong. Cable: MARINTRADE. WTD 5/18/66.

224 Narrow fabrics, other smallwares mills

SOUTH AFRICA—Laces, ribbons, embroidered edgings and motifs for manufacture of women's, girls' lingerie. Lolita Lingerie, (Pty.), Ltd., (manufacturer), P.O. Box 2484, Cape Town, Cape Province. WTD 4/20/66.

225 Knitting mills

HONG KONG—Hosiery, socks; full-fashioned, seamless. Happy Dack Trading Co. (importer, exporter, mfrs.' selling agents), 608 Des Voeux House, 103-109 Des Voeux Rd. W., Hong Kong. Cable: HAPPYDACK. WTD 5/18/66.

228 Yarn, thread mills

PAKISTAN—Yarn, art silk; 5,000-25,000 lb. Requests quotations c.&f. Karachi. Direct purchase and agency. Asian Agencies (importer), 26-B Motan Cloth Market, Bunder Rd., Karachi. WTD in preparation.

229 Textile goods

SWEDEN—Low-priced materials for manufacture of women's, men's caps. AB Modista (wholesaler, manufacturer), S:t Eriksgatan 3, Goteborg. WTD 5/13/66.

230 Apparel

HONG KONG—Apparel, medium-priced, men's and women's. Neckties, men's and boys', made from woven or knit fabric. "Close-outs" acceptable. Maritime & Trade (International), Ltd. (importer, exporter, ship charterer), 2210 International Bldg., 141 Des Voeux Rd. C., Hong Kong. Cable: MARINTRADE. WTD 5/18/66.

232 Men's, youths', boys' furnishings

HONG KONG—Neckties made from woven and knitted fabrics. Happy Dack Trading Co. (importer, exporter, mfrs.' selling agents), 608 Des Voeux House, 103-109 Des Voeux Rd. W., Hong Kong. Cable: HAPPYDACK. WTD 5/18/66.

LEBANON—Men's underwear, sportswear. Direct purchase and agency. Eastern Commercial Agencies (importer, wholesaler), Shoucair Bldg., Bechara Khoury St., Beirut. WTD 4/25/66.

233 Women's, misses', juniors' outerwear

HONG KONG—Women's, misses', juniors' ready-made apparel. Happy Dack Trading Co. (importer, exporter, mfrs.' selling agents), 608 Des Voeux House, 103-109 Des Voeux Rd., W., Hong Kong. Cable: HAPPYDACK. WTD 5/18/66.

LEBANON—Women's sportswear. Direct purchase and agency. Eastern Commercial Agencies (importer, wholesaler), Shoucair Bldg., Bechara Khoury St., Beirut. WTD 4/25/66.

239 Fabricated textile products

● **IRAQ**—Tarpaulin covers of various sizes. Tender No. EME/6/66, bid deadline July 2. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-5238).

242 Sawmills, planing mills

GERMANY—Carolina pine and yellow pine flitches in commercial grades; 2″ 2½″, 3″. C.i.f. European ports. Deventer-Holz Importgesellschaft (importer), 12 Jahnstrasse, 5778 Meschede. WTD 4/26/66.

PAKISTAN—Ash, beech, hickory; 1″ thick, 3″-6″ wide, 5½′ long; for use in sports goods industry. Laurels Co., (wholesaler, exporter), Bank Sq., Sialkot. WTD 4/8/66.

251 Household furniture

GERMANY—Modern upholstered furniture; dining room chairs, tables, sideboards, in walnut, teak or makore veneers; box-spring beds in sizes 4'2", 4'4", or 4'8", aluminum garden furniture. Hans Joachim Lemcke oHG. (importer, wholesaler), Grosse Reichenstrasse 25-29, Hamburg 11. WTD 5/17/66.

262 Paper mills

FRANCE—Offset reproduction paper. Direct purchase and agency. Castex (manufacturer, importer, wholesaler, retailer, agent), 10 rue Pierre Brossolette, 92 Clamart. WTD 3/2/66.

PAKISTAN—Kraft paper, 29" x 44", 40 gr; 36" x 44", 44 gr. Tissue, white and colors, 20" x 30", 18-19 gr. Laurels Co. (wholesaler, exporter), Bank Sq., Sialkot. WTD 4/8/66.

264 Converted paper

FRANCE—Paper for interior walls, ceilings; wallpaper, embossed plastic, made on textile backing. Direct purchase and agency. Requests replies in French. Emile Renault (retailer), 50 rue Saint-Romain, Rouen (76). WTD 5/6/66.

GERMANY—Wallpaper of all qualities; related products. Schwabe & Co. GmbH. (importer, wholesaler, sales agent), Millertorplatz 1, 2 Hamburg 4. WTD 7/28/65.

ITALY—Kraft, decorative paper for plastic laminated sheets. Abet S.p.A. (manufacturer), Viale dell'Industria 19, Bra (Cuneo Province). WTD 6/1/65.

MALAYSIA—Wall paper with decorative designs, western or oriental. Desires to act as indent agent on an exclusive or non-exclusive basis. Malond International Enterprise (exporter, indent agent, wholesaler, retailer), 20 Jalan Tungku Kelana, Klang, Selangor. WTD 3/21/66.

Wall paper. Direct purchase and agency. Unique Finance & Development, Ltd. (importer, retailer), 5 Jalan Toh Puan Chah, Ipoh, Perak. WTD 3/16/66.

Paper for office, school use. Lam Chuan & Co., (1947), Ltd. (importer, wholesaler, retailer), 62 Malay St., P. O. Box 693, Penang. WTD 3/14/66.

PAKISTAN—Transfer paper, transfer stamp. Laurels Co. (wholesaler, exporter), Bank Sq., Sialkot. WTD 4/8/66.

THAILAND—Tracing paper for dressmakers. Requests samples, price lists. Direct purchase and agency. Bangkok House Furnishings Corp., Ltd. (importer, wholesaler, manufacturer), 1015 Silom Rd., Bangkok. WTD in preparation.

Dispenser napkins. Requests prices, samples. Direct purchase and agency. Chang Hah Lee & Co. (importer, wholesaler, retailer), 211 Chakrapadipongse Rd., Bangkok. WTD 1/28/64.

265 Paperboard containers, boxes

THAILAND—Soda straws. Requests prices and samples. Direct purchase and agency. Chang Hah Lee & Co. (importer, wholesaler, retailer), 211 Chakrapadipongse Rd., Bangkok. WTD 1/28/66.

273 Books

AUSTRALIA—Books, all kinds. Direct purchase and agency. The Bookshop of Charles Dickens (importer, wholesaler, retailer), 425 Little Collins St., Melbourne, Victoria. WTD 4/22/66.

275 Commercial printing

MALAYSIA—Calendars, decorative posters. Desires to act as indent agent on an exclusive and non-exclusive basis. Malond International Enterprise (indent agent, retailer, wholesaler, exporter, importer), 20 Jalan Tungku Kelana, Klang, Selangor. WTD 3/21/66.

281 Industrial chemicals

BRAZIL—Raw chemicals in bulk for electroplating industry. EQUISA Eletroquimica Sul Americana Ltda. (manufacturer, wholesaler), Rua Esmeraldino Bandeira 19/25, Rio de Janeiro ZC-15, Estado da Guanabara. WTD 5/12/66.

Raw chemicals in bulk for manufacture of detergents, degreasing, cleansing products. SIMAP Sociedade Importadora de Materias Primas Ltda. (wholesaler, agent), Avenida Presidente Vargas 542, 10° andar, grupe 1005, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 5/9/66.

FRANCE—Tri N-butyl phosphine, other chemicals. Touzart & Matignon (importer, sales agent, dealer), 3 rue Amyot, 75 Paris 8eme. WTD in preparation.

GERMANY—Ethylene glycol; glycerin, Nobeltest; ammonium nitrate, in prills; in large quantities. Requests quotations c.i.f. Bremen or Hamburg. Wasag-Chemie AG. (manufacturer, exporter), 9 Rolandstrasse, 43 Essen/Ruhr. WTD 5/13/66.

IRAN—Artificial coloring for food products, e.g., bakery products, candy, jelly and chewing gum. Pars Industrial Co., Inc. (manufacturer), P.O. Box 703, Tehran. WTD 2/10/66. TM-116-T.

NETHERLANDS—Butyl alcohol, acetate, industrial alcohols, cresols, cresylic acids, coal tar intermediates, phthalic anhydride, phtolateesters, cyclic chemicals, bromides, petro-chemicals, rubber accelerators, plastic stabilizers. Direct purchase and/or agency. Exclusive representation requested. Celchema N.V. (importer, sales agent), 11 Bachstraat, Amsterdam. WTD 4/27/66.

PAKISTAN—Chemicals for leather tanning industry. Laurels Co. (wholesaler, exporter), Bank Sq., Sialkot. WTD 4/8/66.

PHILIPPINES—Industrial chemicals, including pigments, colors. Direct purchase and agency. Paulo D. Honorio, General Manager, Diesel Injection & Magneto Service Co. (importer, wholesaler, retailer, indentor, manufacturer), 422 Arzobispo, Intramuros, Box 1635, Manila. WTD 4/12/65.

282 Synthetic materials

IRAN—Cellophane for bakery products, candy, jelly, chewing gum. Pars Industrial Co., Inc. (manufacturer), P.O. Box 703, Tehran. WTD 2/10/66.

NIGERIA—Polyester, epoxy resins for production of translucent sheeting, general molding suitable for use in tropical temperature. Currently using approx. 6 tons translucent and 2 tons general purpose resin a year. Requests quotations c.i.f. Lagos. Fibre-Glass Reinforced Plastics Co., Ltd. (manufacturer), P.O. Box 206, Abeokuta. WTD 5/11/66.

PAKISTAN—PVC plastic sheeting, plain, transparent, embossed, designed and different colors, width 54", gauge 0.25 mm., 20-yd. rolls; nylon multifilament, gauge 0.70-1.40 mm., multicolors, in hanks; fiber vulcanized sheets; for use in sports goods industry. Laurels Co. (wholesaler, exporter), Bank Sq., Sialkot. WTD 4/8/66.

283 Drugs

● **IRAQ**—Veterinary products, 11 items as follows: adrenalin, ⅛ grain, 2400 hypodermic tablets; pethidine Hcl. injection, 5,000 ampoules; camphorodyne, 50 kg.; carbachol injection, 300 vials; ephedrine Hcl. powder, 10 kg.; carbachol injection, 300 vials; ephedrine Hcl. powder, 10 kg.; hydrogen peroxide, 20% volume in bottles of 1 kg., 40 kg.; potassium nitrate powder, 100 kg.; pulv. nux vomica, 50 kg.; unguentum sulphonamide, 300 1-lb. tins; and novalgin injection, 1,000 ampoules of 5 cc. each; also filter papers, assorted in packets of 100 papers, 60 packets. Offers should be submitted to Embassy of the Republic of Iraq, Office of the Armed Forces Attache, 3510 Garfield St., NW., Washington, D.C. 20007.★ (Telephone: 202-WO 7-3394).

MALAYSIA—Pharmaceutical preparations for veterinary use. Direct purchase and agency. Pan-Malayan Veterinary Products (importer, exporter, wholesaler, retailer, agent), 2 Bridge Rd., Penang. WTD 3/24/66.

284 Soap, detergents, cleaning preparations

JAPAN—Natural perfume compounds, safe and non-irritating, for use in manufacture of face powder, lotion, cream, allied cosmetics. Sanwa Trading Co., Ltd. (importer), Central P.O. Box 1, Tokyo. WTD 4/5/66.

LEBANON—Cosmetics, other toilet preparations. Direct purchase and agency. Eastern Commercial Agencies (importer, wholesaler), Shoucair Bldg., Bechara Khoury St., Beirut. WTD 4/25/66.

NETHERLANDS—Organic surface-active agents, organic detergents. Direct purchase and/or agency. Exclusive representation requested. CELCHEMA N.V. (importer, sales agent), 11 Bachstraat, Amsterdam. WTD 4/27/66.

285 Paints, varnishes, lacquers, enamels

PAKISTAN—Cellulose lacquer, weatherproof, for use in sports goods industry. Laurels Co. (wholesaler, exporter), Bank Sq., Sialkot. WTD 4/8/66.

287 Agricultural chemicals

COLOMBIA—Insecticide for cotton spraying, requests replies in Spanish. Corporacion Algodonera del Litoral (farmers cooperative), Apartado Aereo 1316, Santa Marta. WTD 5/16/66.

● **IRAN**—Ammonium phosphate, 2000 mt., 16-18% nitrogen and 46-50% P_2O_5; triple superphosphate, 6000 tons, 45-48% P_2O_5, for delivery at Khorramshahr, Bender Shahpour or northern ports of Iran; ammonium sulfate, 5500 tons, 21% N, white crystallized. All above fertilizers to be shipped in jute bags wrapped in polyethylene lining. Weight per bag for ammonium phosphate, triple superphosphate and ammonium sulfate are 100 kg. maximum, 50 kg. net, and 100 kg. maximum, respectively. Tender No. 2393, bid deadline Aug. 11. Bongah Shimiai (Ministry of Agriculture), 30 Domeshgh St., Ebtehaj Ave., Tehran.★ (Telephone: WO 7-3465).

IRAQ—Fertilizers, agricultural chemicals. Direct purchase and agency. Iraqi Agricultural Collective Co. (importer, wholesaler, retailer, commission agent), 28D/86, Karkh, Nasir St., Baghdad. WTD 5/14/66.

289 Chemical products

BELGIUM—Synthetic glues for concrete and wood, for use in building industry; interested in recently developed types. Odek Products, Ets. O. De Kesel, P.V.B.A. (importer, whole-

saler, mfr.), 67 Kerkstraat, Drongen, Gent. WTD 4/28/66.

BRAZIL—Salt in bulk for industrial use. SIMAP Sociedade Importadera de Materias Primas Ltda. (wholesaler, agent), Avenida Presidente Vargas 542, 10° andar, grupe 1005, Rio de Janeiro ZC-00, Estaro da Guanabara. WTD 5/9/66.

PAKISTAN—Glue, synthetic powder, waterproof, harmless to human flesh, for use in sports goods industry. Laurels Co. (wholesaler, exporter), Bank Sq., Sialkot. WTD 4/8/66.

302 Rubber footwear

FRANCE—All types of rubber footwear. Societe des Chaussures Cecil (importer, retailer), 3 rue du Renard, Paris 4e. WTD 5/9/66.

306 Fabricated rubber products

HONG KONG—Rubber surgical gloves, disposable rubber gloves in petite, small, medium sizes. Swire & Maclaine, Ltd. (importer, exporter, wholesaler), P.O. Box 579, Hong Kong. Cable: PROSWIRE. WTD 7/23/65.

PHILIPPINES—Rubber beltings, including transmission belts. Direct purchase and agency. Paulo D. Honorio, General Manager, Diesel Injection & Magneto Service Co. (importer, wholesaler, retailer, indentor, manufacturer), 422 Arzobispo, Intramuros, Bx 1635, Manila. WTD 4/12/65.

307 Plastic products

FRANCE—Colorful, weatherproof plastic ornaments, outdoor decorative articles and garden novelties of all types for lawns, courtyards and patios, such as flamingos, birds, roosters, Walt Disney figures, bird-baths, fountains, etc. Also portable swimming, wading pools. Direct purchase, agency, request replies in French. Garden Center (Paul Rostaing), (dealer), 15 rue Victor-Basch; 33-Talence, Gironde. WTD 5/11/66.

Decorative plastic sheets, wallpaper type. Direct purchase and agency. Requests replies in French. Emile Renault (retailer), 50 rue Saint-Romain, 76 Rouen. WTD 5/6/66.

LEBANON—High pressure film grade polyethylene. Direct purchase and agency. William Abou Kalil (importer, commission merchant), P.O. Box 1578, Immeuble Tchatalbachian, Beirut. WTD 5/11/66.

311 Leather tanning, finishing

SPAIN—Natural tanned leather for manufacture of seats for bicycles, motorcycles, motor scooters. Manufacturas G.E.S., SRC (manufacturer, wholesaler, exporter), Calle Ignacio Anitua 7-bajo, Eibar, Guipuzcoa. WTD 5/12/66.

THAILAND—PVC leather and sponge-type material for use in shoemaking industry. Requests samples, price lists. C. Sin Saeng, Ltd., Partnership (importer, wholesaler), 119/1 Suapa Rd., Bangkok. WTD in preparation.

314 Footwear

FRANCE—Boots, shoes, for street, work, play, or sports wear; house slippers. Societe des Chaussures Cecil (importer, retailer), 3 rue du Renard, Paris 4e. WTD 5/9/66.

GERMANY—Safety shoes for industrial workers. Requests quotations cif European ports. Direct purchase and agency. Gebr. Ruth oHG (retailer, wholesaler, importer, exporter), 15 Augustastr., 581 Witten/Ruhr. WTD 5/12/66.

HONG KONG—Footwear, women's, except house slippers, vulcanized footwear. Happy Dack Trading Co. (importer, exporter, mfrs.' selling agents), 608 Des Voeux House, 103-109 Des Voeux Rd. W., Hong Kong. Cable: HAPPYDACK. WTD 5/18/66.

Men's, women's, children's leather footwear. Seeks regular stock and "close-out" purchase opportunities. Maritime & Trade (International), Ltd. (importer, exporter, ship charterer), 2210 International Bldg., 141 Des Voeux Rd. C., Hong Kong. Cable: MARINTRADE. WTD 5/18/66.

PHILIPPINES—Leather footwear. Jose Damian, Proprietor, Jose Damian (Philippines) Co. (importer, wholesaler, exporter, manufacturer), 48 South 4, Quezon City. WTD 9/13/65.

317 Handbags, personal leather goods

HONG KONG—Women's leather handbags. Maritime & Trade (International), Ltd. (importer, exporter, ship charterer), 2210 International Bldg., 141 Des Voeux Rd. C., Hong Kong. Cable: MARINTRADE. WTD 5/18/66.

325 Bricks, fire clay refractory

PHILIPPINES—Firebricks. Direct purchase and agency. Paulo D. Honorio, General Manager, Diesel Injection & Magneto Service Co. (importer, wholesaler, retailer, indentor, manufacturer), 422 Arzobispo, Intramuros, Bx 1635, Manila. WTD 4/12/65.

326 Pottery

FRANCE—Decorative pottery, earthenware sculpture ornaments, stoneware (including carved figures, fountains, vases, others) for gardens, lawns, courtyards, or patios. Direct purchase and agency, requests replies in French. Garden Center (Paul Rostaing), (dealer), 15 rue Victor-Basch; 33-Talence, Gironde. WTD 5/11/66.

● **GREECE**—Supply of 20,000 ball and socket type suspension insulators with dark brown glaze made of wet process porcelain. Tender No. DEPM-3973, bid deadline June 24. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4241).

327 Concrete products

● **JORDAN**—Reinforced concrete pipes, centrifugally poured or any other approved alternative for following diameters and lengths: 150 mm.-14 km.; 220 mm.-65 km.; 300 mm.-7 km.; 500 mm.-3.5 km.; 600 mm.-1 km., and 1,000 mm.-1 km. Pipe for construction of secondary sewage network for City of Amman. Bid deadline approx. July 5. Tender documents available from Tender office, City of Amman, Municipality Bldg., P.O. Box 132. Tender has special addendum regarding financing project provided period of repayment shall not be less than 5 years after work completion date. Tenderers are to offer their terms accordingly and mail Special Handling.

329 Abrasive, asbestos, nonmetallic mineral products

AUSTRALIA—Acoustical tiles. Direct purchase and agency. Aychar, Pty., Ltd. (importers, manufacturers, wholesalers, retailers), Warrigal Rd., Moorabbin, Victoria. WTD 2/18/66.

Wyoming bentonite: oil drilling, foundry, paint grades. Direct purchase and exclusive agency. Minerals, Pty., Ltd. (importer, wholesaler, manufacturer, exporter), 100 Euston Rd., Alexandria, Sydney, N.S.W. WTD 5/12/66.

PAKISTAN—Grinding wheels, stone; emery powder, emery salts, luster; compositions for cleaning and polishing stainless steel surgical instruments. Jim Bros. (wholesaler, exporter), Chah Jattan St., Sialkot. WTD 4/8/66.

PHILIPPINES—Grinding stones, abrasives; asbestos pipe covering. Direct purchase and agency. Paulo D. Honorio, General Manager, Diesel Injection & Magneto Service Co. (importer, wholesaler, retailer, indentor, manufacturer), 422 Arzobispo, Intramuros, Bx 1635, Manila. WTD 4/12/65.

331 Steel mill products

● **BURMA**—Tool steel: 23 items totaling 9½ tons. Also 2 tons carbon spring steel flats, 3½" x ⅜" and 15 tons of cold-drawn bars. Tender No. 113/(T)/MCY-BR/65-66, bid deadline July 13. Chairman, Union of Burma Railway Board, Bohyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-2363).

IRAQ—Formed, pre-prepared steel plates for steam boilers, pressure vessels and storage tanks. Technical Materials Trading Co., W.L.L. (importer, agent, contractor), P.O. Box 160, Pachachi Bldg., South Gate, Baghdad. WTD 1/20/65.

ITALY—Steel sheets. Abet S.p.A. (manufacturer), Viale dell'Industria 19, Bra (Cuneo province). WTD 6/1/65.

PAKISTAN—Stainless steel sheets and bars; AISI 410, carbon 10-18%, chrome 15%; AISI 420, carbon 15-40%, chrome 15%; AISI 304, carbon 18%, chrome 8%; finish BB; sheet sizes 8' x 3' or 8' x 4'; SWG 16-24; for use in manufacturing steel surgical instruments. Jim Bros. (wholesaler, exporter), Chah Jattan St., Sialkot. WTD 4/8/66.

Stainless steel sheets and bars; AISI 410, carbon 10-18%, chrome 15%; AISI 420, carbon 15-40%, chrome 15%; AISI 304, carbon 18%, chrome 8-10%; finish BB; sheet sizes 8' x 3' or 8' x 4'; SWG 16-24. Mild steel wire, 6-30 gauge; galvanized iron wire, 6-30 gauge; nail wire, 8-16 gauge. Total 1200-1500 tons. Western Agencies Corp. (manufacturer), 19/323 Dodhy St., Sialkot. WTD 4/8/66.

334 Secondary smelting refining nonferrous metals

FRANCE—Nonferrous metal scraps: aluminum, lead, copper. Requests replies in French. Ste Francaise des Metaux et Alliages Blancs (manufacturer, importer, dealer), 76 Bld. Anatole France, St Denis, Seine St Denis (93). WTD 5/11/65.

Nonferrous metal scraps: lead, antimony, tin, zinc. Requests replies in French. Societe de Recuperation & d'Affinage de Metaux Blancs (manufacturer, refiner), 11 Rue des Taillandiers, Paris 11e. WTD 11/24/65.

Aluminum scraps. Requests replies in French. Affinerie de Bezons (smelting, casting), 8 Route de Carrieres, 95 Bezons. WTD 11/30/65.

335 Rolling, drawing, extruding nonferrous metals

PHILIPPINES—Electric wires and cables. Direct purchase and agency. Jimmy T. Tang, President and General Manager, Avesco Marketing Corp. (importer, wholesaler, retailer, indentor), 653-655 Rizal Ave., Box 3531, Manila. WTD 2/2/66.

342 Cutlery, hand tools, general hardware

AUSTRALIA—Builders' hardware, hand tools. Chadstone Export & Import Co., (Aust.) (importer, distributor), P.O. Box 80, Chadstone, Victoria. WTD 8/7/64.

GERMANY—Newly-developed hand-operated tools and machines for handicrafts. Direct purchase and agency. Herm. Stocks & Co. (importer, wholesaler), Amsinckstr. 4, 2 Hamburg 1. WTD 9/23/65.

NETHERLANDS—Complete line of hand tools for all purposes; general, furniture, and builders' hardware and brassware salable in hardware stores. Direct purchase and exclusive agency. Firma Husslage & Honsdrecht, 368 Singel, Amsterdam. WTD 5/4/66.

PAKISTAN—Files and rasps, 6"-12"; flat, round, bastard; for use in sports goods industry. Laurels Co., (wholesaler, exporter), Bank Sq., Sialkot. WTD 4/8/66.

PHILIPPINES—Saw teeth, chain. Direct purchase and agency. Paulo D. Honorio, General Manager, Diesel Injection & Magneto Service Co. (importer, wholesaler, retailer, indentor, manufacturer), 422 Arzobispo, Intramuros, Box 1635, Manila. WTD 4/12/65.

343 Heating apparatus

GERMANY—Heating installations for oil, gas, technical heat; air-conditioning cabinets, equipment, accessories; air cooling installations; recooling systems; convectors for ventilating systems; radial and axial ventilators; accessories for heating and air-conditioning systems. Requests quotations c.i.f. Hamburg; replies in German. Direct purchase and/or agency. Wagner & Apsel GmbH. & Co. KG (manufacturer, wholesaler, exporter, retailer), Postfach 448, 5070 Bergisch Gladbach bei Koeln. WTD 5/11/66.

NETHERLANDS—Lawn sprinklers. Direct purchase and exclusive agency. Firma Husslage & Honsdrecht (sales agent), 368 Singel, Amsterdam. WTD 5/4/66.

344 Fabricated structural metal products

DENMARK—Aluminum-windows, doors, shop fronts, curtain walls, direct purchase and agency. Aluminord A/S (importer, manufacturer, agent), 47, Store Kongensgade, Copenhagen K. WTD 5/4/66.

THAILAND—Aluminum doors, windows. Requests catalogs, price lists. Prefers replies from west coast manufacturers. Direct purchase and agency. Sriratana R.O.P. (importer, wholesaler, retailer), 536 Siphya Rd., Bangkok. WTD 5/25/65.

348 Fabricated wire products

PHILIPPINES—Wire rope. Direct purchase and agency. Paulo D. Honorio, General Manager, Diesel Injection & Magneto Service Co. (importer, wholesaler, retailer, indentor, manufacturer), 422 Arzobispo, Intramuros, Box 1635, Manila. WTD 4/12/65.

349 Fabricated metal products

FRANCE—All types of electro-magnetic valves, particularly for steam and high temperature fluids; also for use in the petroleum industry. Requests replies in French. Etablissements D.S. (manufacturer, dealer), 6 Rue Paul Bert, 92 Malakoff. WTD 2/16/66.

351 Engines, turbines

MALAYSIA—Second hand diesel engines for trucks and automobiles (approx. 500 pieces per month). Desires to act as indent agent on an exclusive or non-exclusive basis. Malond International Enterprise (importer, exporter, wholesaler, retailer, indent agent), 20 Jalan Tungku Kelana, Klang, Selangor. WTD 3/21/66.

PHILIPPINES—Diesel, gasoline engines. Direct purchase and agency. Paulo D. Honorio, General Manager, Diesel Injection & Magneto Service Co. (importer, wholesaler, retailer, indentor, manufacturer), 422 Arzobispo, Intramuros, Box 1635, Manila. WTD 4/12/65.

352 Farm machinery

FRANCE—Portable or small rolling apparatus for spraying soluable fertilizer. Requests replies in French. Devaux & Cie. (wholesaler), 69 Fleurieux sur l'Arbresle (Rhone). WTD 4/27/66.

VENEZUELA—Corn shellers, medium-sized, motor driven; Trenchers, small, tractor-drawn; Thrashing machines, small, manual, for beans. Distribution for all of Venezuela. Agricola Bello Monte, S.A. (importer, distributor, sales agent), Apartado del Este 4358, Caracas. Centro Comercial Bello Monte. Local 3, Frente Oeste, Caracas. WTD 5/10/66.

353 Construction machinery

FRANCE—Excavators, cranes, tracklaying tractors, industrial trucks for materials handling. Direct purchase and agency. Societe ALBI (manufacturer, importer, dealer), 178 bis, Rue de Paris, 93 Pantin. WTD in preparation.

IRAN—Zinc mining equipment including locomotive tractors for mine cars (60 cm. gauge track), stationery heavy air compressors with as many as 30 connections, equipment to raise purity of zinc, transformer tubes (7 ply), air hammers, shaft lifts (one ton to 1½ to 120 meters), drilling equipment and winches. Bama Mining Co. Ave. Abbas Abad, #162, Isfahan. WTD 1/21/65. TM 21I.

MEXICO—Automatic conveyor belt for use by soft drink bottling company. Price range low or medium. Requests replies in Spanish. Jarritos de Veracruz, S.A. (bottler), Carlos Navarra Nogues, Gerente General. Alcocer 64, Veracruz, Ver. WTD in preparation.

NIGERIA—Rock crushing machinery. Capacity 50 tons granite per hr. Largest size of rock to be crushed—9" x 6" x 6", 12" x 9" x 6". Finished sizes: 2½" to ¾", 2" to ¾", 1½" to ¾", 1½" to 5/16", ¾" to ½", ¾" only, ½" only and 5/16" to dust. Both bin storage and ground storage. Diesel and electric power. Delivery desired within six months. T. A. Oni & Sons, Ltd. (building and civil engineering), P.O. Box 282, Ibadan. WTD 5/7/66.

PHILIPPINES—Grinding balls. Direct purchase and agency. Paulo D. Honorio, General Manager, Diesel Injection & Magneto Service Co. (importer, wholesaler, retailer, indentor, manufacturer), 422 Arzobispo, Intramuros, Box 1635, Manila. WTD 4/12/65.

Materials handling equipment, including hoists, lift trucks. Direct purchase and agency. Paulo D. Honorio, General Manager. Diesel Injection & Magneto Service Co. (importer, wholesaler, retailer, indentor, manufacturer), 422 Arzobispo, Intramuros, Box 1635, Manila. WTD 4/12/65.

VENEZUELA—Materials handling equipment in general; direct purchase and agency. Sales agents or importers for all of Venezuela. Winckelmann & Co., C.A. (importer, sales agent), Apartado 11151 (Chacao), Caracas. Edificio Principal, 3a. Transversal, Los Ruices, Caracas. WTD 5/16/66.

354 Metalworking machinery

AUSTRALIA—Automotive maintenance machinery, equipment; machine tools. Direct purchase and agency. Arthur Simpson, Pty., Ltd. (manufacturer, jobber), 98 Young St., Fitzroy, Victoria. WTD 2/18/66.

DOMINICAN REPUBLIC—Machinery for manufacture of overhead service doors, folding closet doors, kitchen cabinets. Vidrios y Aluminio, C. por A. (importer, wholesaler, retailer, manufacturer), Calle Jose de Jesus Ravelo No. 65, Santo Domingo. WTD in preparation.

ECUADOR—Used machinery for use in manufacturing kerosene stoves: machine lathe, hydraulic press, universal milling machine, etc. Requests replies in Spanish. Comercial Malo Moscoso S.A. (importer, manufacturer), Calle Bolivar No. 7-53, Box 198, Cuenca. WTD 4/20/66.

PAKISTAN—Comprehensive range of machine tools; in particular, gear cutting, sheet metal, and large radial drills. Requests quotations c&f Karachi. Shahnawaz, Ltd. (importer), P.O. Box 4766, West Wharf Rd., Karachi. WTD in preparation.

Files, flat, round, bastard, 4"-12"; twist drills, 1/64"-1"; for use in manufacturing stainless steel surgical goods. Jim Bros. (wholesaler, exporter), Chah Jattan St., Sialkot. WTD 4/8/66.

Milling machine with No. 2 universal dividing head; gear hobbing with complete set of cutters. Western Agencies Corp. (manufacturer), 19/323 Dodhy St., Sialkot. WTD 4/8/66.

PHILIPPINES—Crankshaft and wet grinders; brake drum lathes. Direct purchase and agency. Paulo D. Honorio, General Manager, Diesel Injection & Magneto Service Co. (importer, wholesaler, retailer, indentor, manufacturer), 422 Arzobispo, Intramuros, Box 1635, Manila. WTD 4/12/65.

355 Special industry machinery

BRAZIL—Machinery for manufacturing of electric motors from ¼ to 20 hp. Eletromotores Jaragua S.A. (manufacturer), Rua Professor Antonio E. Ayroso 83, Jaragua do Sul, Santa Catarina. WTD 3/25/66.

HONG KONG—Automatic machines for making plastic or aluminum zip-fasteners 6 to 30 in. in length; capacity 5000 or more ft. per 8 hr. shift. If electrical, machines must be 200 volt, 50 cycle, single phase. Maritime & Trade (International), Ltd. (importer, exporter, ship charterer), 2210 International Bldg., 141 Des Voeux Rd. C., Hong Kong. Cable MARINTRADE. WTD 5/18/66.

● **IRAN**—Supply of one strip packing machine, with a capacity of 20,000 pcs. per hr. The machine is to be capable of placing tablets in two rows in sulphate paper, and after packing the strips, to put in pieces of 5, 10, 15, 20, and 30 in 2 rows and to cut after gluing. Tender No. 45/9, bid deadline July 19. The Iranian State Railways, Maydane Rah Ahan, Tehran.★ (Telephone. 202-WO 7-5589).

Equipment for vegetable canning plant, single line operation, minimum sized economical unit. Jahan Co., Ltd. (manufacturer, importer, exporter), 299 W. Boozarjomehri Ave., Tehran. WTD 6/2/64. TM 25T.

Packaging, boxing, wrapping machines for bakery products, candy, jelly, chewing gum. Pars Industrial Co. Inc. (manufacturer), P.O. Box 703, Tehran. WTD 2/10/66. TM-118-T.

Electronic bottle inspecting machine for use in soft drink bottling plant. Zamzam Bottling Co. (manufacturer), P.O. Box 1159, Tehran. WTD 11/23/65. TM 48T.

MEXICO—Machinery to package liquids, semi-liquids (not limited to foods) in envelopes or tubes of various laminates, including polyethylene and other plastics, aluminum foil, cellophane; capacity 300,000 envelopes per day. Multi-form packaging machinery for individual servings of food for cafeterias, diners, vending machines. Francisco Villazan (manufacturer), Adolfo Prieto No. 1119, Mexico, D.F. WTD 5/18/66.

TURKEY—Rebuilt or reconditioned machinery for plant undergoing major expansion including utilization of waste cotton stalks as raw material for card-board product. Firm requires most of the equipment for an integrated plant, including washers, pulpcleaners, complete fourdrinier machine with auxilliaries including steam and condensate system, hydropulpers, broke recovery and white water system, steam generating system, waste effluent equipment, pipes, valves, fittings and instrumentation. Karteks Ticaret ve Sanayi (manufacturer), Kagit ve Mukavva Fabrikalari, Gazi Bulvari 47/49, Izmir. WTD 2/25/66.

356 General industrial machinery

AUSTRALIA—Dust collection and air purification equipment. Direct purchase and agency. W.G. Crossle & Co., Pty., Ltd. (importers, retailers, wholesalers), 540 Little Collins St., Melbourne, Victoria. WTD 4/15/66.

● **EL SALVADOR**—Supply of water pumping, equipment, accessories. Tender No. IM 22/66, bid deadline June 22. Administracion Nacional de Acueductos y Alcantarillados (ANDA), 2a Avenida Norte No. 512, San Salvador. Specifications in Spanish.★ (Telephone: 202-WO 7-5589).

● **CEYLON**—Supply of 15 self priming, centrifugal pumps—3 with a 500 I.G./m. capacity, 8 with 900 I.G./m. capacity and 4 1,250 I.G./m. capacity—all with a 100 ft. head. Also, various sizes, quantities of polyvinyl chloride pipes. Bid deadline is June 14. Chairman, Tender Board, Ministry of Land, Irrigation, & Power, P.O. Box 500, Colombo. Tenders are available for $52.60 from the Office of the Director of Irrigation, Bullers Road, Colombo 7.★ (Telephone: 202-WO 7-5589).

PHILIPPINES—Bearings, ball and roller. Direct purchase and agency. Paulo D. Honorio, General Manager, Diesel Injection & Magneto Service Co. (importer, wholesaler, retailer, indentor, manufacturer), 422 Arzobispo, Intramuros, Box 1635, Manila. WTD 4/12/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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357 Office, computing, accounting machines

FRANCE—Addressing machines. Direct purchase and agency. Adrex (manufacturer, importer, wholesaler), 12-16 Cite Joly, 75 Paris (11). WTD 2/4/66.

PHILIPPINES—Portable typewriters. Jose Damian, Proprietor, Jose Damian (Philippines) Co. (importer, wholesaler, exporter, manufacturer), 48 South 4, Quezon City. WTD 9/13/65.

SWEDEN—High or medium priced office machines, except accounting and calculating machines. Direct purchase and agency. Bertil Aren (agent), Karl Gustafsgatan 2, Goteborg. WTD 5/6/66.

358 Service industry machines

PHILIPPINES—Room air conditioners. Direct purchase and agency. Jimmy T. Tang, President and General Manager, Avesco Marketing Corp. (importer, wholesaler, retailer, indentor), 653-655 Rizal Ave., Box 3531, Manila. WTD 2/2/66.

SOUTH AFRICA—Commercial refrigerators, air conditioning equipment. Direct purchase and agency. Bergs Refrigeration (Pty), Ltd., (importer, exporter, retailer), P.O. Box 805, Pretoria, Transvaal. WTD 4/26/66.

Commercial refrigerators, freezers. Direct purchase and agency. Autocraft (Pty), Ltd. (manufacturer, importer, wholesaler), P.O. Box 6464, Johannesburg. WTD 4/25/66.

361 Electric transmission, distribution equipment

● **AUSTRALIA**—Design, manufacture, supply, erection of 14-330 kv, 4000 amp., 25000 mva circuit breakers; 13-330kv, 2500 amp., 25000 mva circuit breakers; 81-330kv, 4000 amp. current transformers and; 2 compressed air plants. Tender No. 1721, bid deadline July 4. Manager and Secretary, Electricity Commission of New South Wales, Box 5257, G.P.O., Sidney, N.S.W.★ (Telephone: 202-WO 7-4241).

FRANCE—Instrument relays, all types; microwave test equipment. Direct purchase and agency. CEREL—Constructions et Recherches Electro-Mecaniques (importer, dealer), 6 Impasse Lemiere, Paris 19e. WTD 2/1/66.

Electronic measuring instruments: capacitor measuring equipment, inductor measuring equipment, oscillographs, oscilloscopes, resistor measuring equipment, receiving tube characteristic measuring instruments. Direct purchase and agency. Societe Electronique (importer, wholesaler, agent), 38 Rue Sedaine, 75 Paris 11e. WTD 2/4/66.

Electric measuring and regulating instruments, such as capacitor measuring equipment, electrometers, inductor measuring equipment, micro-wave test equipment, oscillographs, oscilloscopes, resistor measuring equipment, ammeters, indicating and recording instruments. METRA—Appareils et Equipements pour la Rationalisation Industrielle (manufacturer, importer, retailer), 93 Rue Ampere, 75 Paris 17e. WTD 1/10/66.

Electric radar testing instruments. Direct purchase and agency. Leland Radio Electronics Co. (importer, dealer, commission merchant, agent), 25 Rue de la Convention, Paris 15e. WTD 1/11/66.

GERMANY—Electric, scientific measuring instruments for spectrochemical analysis. Requests quotations c.i.f. European ports. Direct purchase and/or agency. Wolfgang Zeh (importer, wholesaler), 12 Salmstrasse, 41 Duisburg-Meiderich. WTD 5/16/66.

● **GREECE**—Supply of miscellaneous three phase, 50 cycle distribution transformers with kva ratings ranging from 15 kva to 150 kva. Tender No. DMKD-496, bid deadline now set for June 21. (See INTERNATIONAL COMMERCE, May 9, p. 30). Public Power Corp. (DEH), 30 Chalkokondyli St., Athens 102. (Purchasing Dept.).★ (Telephone: 202-WO 7-4241).

● **NEW ZEALAND**—Supply of one 30 mva, 110/11kv T.C.O.L. transformer bank and space unit for installation at Kinleith substation. Tender No. 489, bid deadline July 5. Secretary, Tenders Committee, New Zealand Electricity Dept., Private Bag, Wellington.★ (Telephone: 202-WO 7-4241).

SOUTH AFRICA—Switchgear, low and high voltage. Direct purchase and agency. Switchcraft, Ltd. (manufacturer), P.O. Box 6444, Johannesburg. WTD 5/10/66.

362 Electrical industrial apparatus

FRANCE—Electrical door openers and closers for overhead type garage doors. Direct purchase and agency. Ferrures Modernes (importing wholesaler, manufacturer), 67 Gundershoffen. WTD 5/13/66.

GERMANY—Electric motors of all kinds, 0.5 to 1000 hp. Requests quotations c.i.f. European ports; replies in German. Direct purchase and/or agency. Fritz Wagenfuehr, Elektro-Maschinenbau (importer, wholesaler, manufacturer, retailer, exporter), 113 Koelnerstrasse, 433 Muelheim-Ruhr-Saarn. WTD 5/13/66.

Electric motors of all kinds. Direct purchase and/or agency. Requests quotations cif European ports. Paul & Marktanner GmbH. (manufacturers' agent), 22-28 Nordsternstrasse, 43 Essen-Altenessen. WTD 5/16/66.

PHILIPPINES—Power generating units; industrial, marine, automotive. Direct purchase and agency. Paulo D. Honorio, General Manager, Diesel Injection & Magneto Service Co. (importer, wholesaler, retailer, indentor, manufacturer), 422 Arzobispo, Intramuros, Bx 1635, Manila. WTD 4/12/65.

363 Household appliances

HONG KONG—Blankets, electric; 200 volts, 50 cycles AC, single phase. Happy Dack Trading Co. (importer, exporter, mfrs.' selling agents), 608 Des Voeux House, 103-109 Des Voeux Rd. W., Hong Kong. Cable: HAPPYDACK. WTD 5/18/66.

MALAYSIA—Cooking utensils. Desires to act as indent agent on an exclusive and non-exclusive basis. Malond International Enterprise (retailer, indent agent, exporter, wholesaler), 20 Jalan Tungku Kelana, Klang, Selangor. WTD 3/21/66.

PHILIPPINES—Electrical household appliances, including refrigerators, ranges, washing machines, flat irons, mixers. Direct purchase and agency. Jimmy T. Tang, President and General Manager, Avesco Marketing Corp. (importer, wholesaler, retailer, indentor), 653-655 Rizal Ave., Bx 3531, Manila. WTD 2/2/66.

SOUTH AFRICA—Domestic refrigerators, freezers. Direct purchase and agency. Autocraft (Pty), Ltd. (manufacturer, importer, wholesaler), P.O. Box 6464, Johannesburg. WTD 4/25/66.

Domestic refrigerators and air conditioning equipment. Direct purchase and agency. Bergs Refrigeration (Pty), Ltd. (importer, exporter, retailer), P.O. Box 805, Pretoria, Transvaal. WTD 4/26/66.

VENEZUELA—Household appliances in general (110 V, 50/60 cycles). Direct purchase and agency. Sales agents or importers for all of Venezuela. Winckelmann & Co., C.A. (importer, sales agent), Apartado 11151 (Chacao), Caracas, 3a. Transversal, Los Ruices, Edificio Principal, Caracas. WTD 5/16/66.

364 Electric, lighting, wiring equipment

● **BURMA**—Supply of electrical supplies including various quantities of lamps, switches, lamp holders, plugs, sockets. Tender No. 1143/(T)/EL(UBR)/65-66, bid deadline June 15. Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-WO 7-4241).

● **IRAQ**—Supply of 20 28″ dia. ceiling shadowless lamps; 20 18″ dia. portable shadowless lamps, and 60 spare bulbs. Tender No. 32/66, bid deadline July 10. Central Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-5345).

● Supply of cable terminal blocks, cable holders, distribution boxes, sleeves, adaptors. Tender No. 66/3, bid deadline June 12. Posts, Telegraphs and Telephones Administration, Ministry of Communications, Baghdad. A copy of specifications is available for review only, not for loan, in Power and Electrical Equipment Division, Rm. 4124, BDSA-662, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

PHILIPPINES—Electrical lighting fixtures; mercury vapor and fluorescent lamps; wiring devices. Direct purchase and agency. Jimmy T. Tang, President and General Manager, Avesco Marketing Corp. (importer, wholesaler, retailer, indentor), 653-655 Rizal Ave., Bx 3531, Manila. WTD 2/2/66.

SOUTH AFRICA—Contactor starters, wiring accessories. Direct purchase and agency. Switchcraft, Ltd. (manufacturer), P.O. Box 6444, Johannesburg. WTD 5/10/66.

VENEZUELA—Electrical materials in general (wiring material for domestic installations). Distribution for Caracas area; requests replies in Spanish. Casa Vila (Gregorio Vila), Edificio Vilco, Santa Rosalia a Pinto N° 31, Caracas. WTD 5/12/66.

365 Radios, television sets

MALAYSIA—Radios, radio accessories. Direct purchase and agency. Kean Chiew Trading Co. (importer, indent agent), 145 Victoria St., Penang. WTD 4/14/66.

Tape recorders, amplifiers, loudspeakers, and related products, direct purchase and agency. Thong Hoe Liang Hup Co. (importer, exporter, wholesaler, agent), 12 Malay St., Penang. WTD 4/13/66.

PHILIPPINES—Electronics equipment including hi-fi and stereo sets, amplifiers, speakers, radio and television sets, tape recorders, microphones. Direct purchase and agency. Jimmy T. Tang, President and General Manager, Avesco Marketing Corp. (importer, wholesaler, retailer, indentor), 653-655 Rizal Ave., Bx 3531, Manila. WTD 2/2/66.

366 Communication equipment

FRANCE—Navigational aids: radar, detection and warning systems; marine depth-finding equipment; automatic pilots; radio direction finders; transceivers and transmitter-receivers; radio and television transmitting antennas; VHF receivers. Direct purchase and agency. Leland Radio Electronics Co., 25, rue de la Convention, Paris 15e. WTD 1/11/66.

● **IRELAND**—Supply, installation of two private automatic telephone branch exchanges for Department of Defense. Tender No. C/513, bid deadline June 17. The Engineer-in-Chief, Contracts Section, Department of Posts and Telegraphs, Hawkins House, Dublin 2.★ (Telephone: 202-WO 7-4823).

● **PAKISTAN**—Supply of pot-type loading coils, balancing capacitors for use in cable networks. Purchase No. 3/5/66/663, bid deadline June 20. F. Fizwi, Purchase Coordinating Officer, Block No. 48-A, Shahrah-e-Iraq, Directorate General of Telegraph & Telephone, Karachi.★ (Telephone: 202-WO 7-4823).

PHILIPPINES—Communication and intercommunication equipment, including telephone apparatus, and inter-telephone systems. Direct purchase and agency. Jimmy T. Tang, President and General Manager, Avesco Marketing Corp. (importer, wholesaler, retailer, indentor), 653-655 Rizal Ave., Bx 3531, Manila. WTD 2/2/66.

SOUTH AFRICA—Underwater T.V. systems (operating up to depth of 1000 metres) for research, fishing and sea diamond industries, underwater and drainage repair operations, city sewerage inspection. Direct purchase and agency. Intermares Corp. (Pty.), Ltd. (importing distributor, manufacturers' agent), 711 Tulbagh Centre, Foreshore, Cape Town, Cape Province. WTD 3/18/66.

● **SUDAN**—Supply of a 50-300 line capacity rural or community type automatic telephone exchange. Contract No. 197, bid deadline June 18. Supply of 2 automatic telephone exchanges. Contract No. 198, bid deadline June 20. Supply of 10,000 pothead insulators, 100,000 telephone line insulators, 1,000 fuse insulators, and 20,000 spindle straight shorts with nuts and spring washers. Contract No. 199, bid deadline June 22. Supply of teleprinter equipment including transmitters, receivers and perforators. Contract No. 200, bid deadline June 25. Controller, Stores and Workshops, Department of Posts and Telegraphs, Light Industrial Area, Khartoum.★ (Telephone: 202-WO 7-4823).

367 Electronic components, accessories

FRANCE—Mechanical spare parts of all kinds, e.g., connectors, for use in printed circuits. Direct purchase and agency. S.T.R.E.L.—Societe de Technologie et de Realisations Electroniques (manufacturer, dealer), Moulin Trochard, 77 Coulommiers. WTD 5/11/66.

Antennas: communications, microwave, radar, navigation aids. Direct purchase and agency. Leland Radio Electronics Co. (importer, dealer, commission merchant, agent), 25 rue de la Convention, Paris 15e. WTD 1/11/66.

Electronic spare parts, components, such as condensers, resistors, potentiometers. Requests replies in French. Radio Constructions Tropicales—R.C.T. (manufacturer, assembler, dealer), 13 rue Daguerre, 75 Paris 14e. WTD 2/7/66.

Electronic fixed capacitors. Direct purchase and agency. Condensateurs E.M.—Ets M. Embasaygues (manufacturer, dealer), 58 ave. Aristide-Briand, 92 Montrouge. WTD 2/9/66.

Resistors, for electronic end products; electronic capacitors: fixed and variable; electronic relays; electronic switches; potentiometers, types used as electronic components. Direct purchase and agency. CEREL—Constructions et Recherches Electro-Mechaniques (importer, dealer), 6 Impasse Lemiere, Paris 19e. WTD 2/1/66.

369 Electrical machinery

ECUADOR—Machinery for use in counting and boxing band-aids. Fabrica Nacional de Adhesivos (manufacturer), Casilla 790, Cuenca. WTD 10/25/65.

MALAYSIA—Electric plants, output 230 v., 1,000 to 2,500 watts, 50 cycle. Direct purchase and agency. Thong Hoe Liang Hup Co. (importer, exporter, wholesaler, indent agent) 12 Malay St., Penang. WTD 4/13/66.

PHILIPPINES—Magnetos, electrical parts. Direct purchase and agency. Paulo D. Honorio, General Manager, Diesel Injection & Magneto Service Co. (importer, wholesaler, retailer, indentor, manufacturer), 422 Arzobispo, Intramuros, Bx 1635, Manila. WTD 4/12/65.

371 Motor vehicles, equipment

AUSTRALIA—Motor vehicle spare parts. Direct purchase and agency. Arthur Simpson Pty., Ltd. (manufacturer, jobber), 98 Young St., Fitzroy, Victoria. WTD 2/18/66.

Tractor spare parts, mainly for crawler type; automotive parts and accessories, transmission parts and battery cables. Chadstone Export & Import Co., Aust.) (importer, distributor), P.O. Box 80, Chadstone, Victoria. WTD 8/7/64.

DENMARK—Designs for aluminum-bus bodies, trucks, trains; direct purchase and agency. ALUMINORD A/S (importer, manufacturer, agent), 47 Store Kongensgade, Copenhagen K. WTD 5/4/66.

FRANCE—Special freight motor trucks, trailers. Direct purchase, exclusive agency. Societe ALBI (manufacturer, importer, dealer), 178 bis, rue de Paris, 93 Pantin. WTD in preparation.

MALAYSIA—Automobile accessories, parts. Direct purchase and agency. Kean Chiew Trading Co. (importer, indent agent), 145 Victoria St., Penang. WTD 4/14/66.

Automotive parts, accessories. Lam Chuan & Co., (1947) Ltd. (importer, wholesaler, retailer), 62 Malay St., P.O. Box 693, Penang. WTD 3/14/66.

PHILIPPINES—Truck, car parts. Direct purchase and agency. Paulo D. Honorio, General Manager, Diesel Injection & Magneto Service Co. (importer, wholesaler, retailer, indentor, manufacturer), 422 Arzobispo, Intramuros, Bx 1635, Manila. WTD 4/12/65.

PORTUGAL—Motor vehicle parts, accessories. A. Vieira (importer, retailer, wholesaler), 2-4 Rua de Ramalho Ortigao, Oporto. WTD 5/11/66.

373 Ship, boat building, repairing

NICARAGUA—Metal or wooden shrimp boat; desires to purchase or rent. To be used off Atlantic Coast of Nicaragua. Interested also in hiring U.S. captain and mechanic to service boat. Miriam Gonzales de Briceno (commercial fishing), Carretera Sur, Km. 7½, Quinta Villa Nejapa, Managua. WTD in preparation.

374 Railroad equipment

● **IRAQ**—20 light motor trolleys for use on standard gauge lines (4 in.-8½ in.). Trolley must be light enough to be removed easily from track by 3 or 4 men and should be capable to carry 1 driver, 1 or 2 inspectors, and 2 trolley men. Director General requests information on specifications, drawings, price, period of delivery. Bid deadline Aug. 1. Directorate General, Iraqi Republican Railways Service, Ministry of Communications, Baghdad.

● **TURKEY**—Supply of roller bearing journal boxes for passenger and freight car axles fitted with cylindrical roller bearings conforming to UIC.514 requirements. Quantity not stated but order has estimated value of $200,000. Bid deadline June 21. ICDD Isletmesi Genel Mudurlugu, Merkez Alim ve Satim Komisyonu Baskanligi, Ankara, (State Rail-

ways Administration). Prices to be quoted in terms of f.o.b. and c.f. Istanbul. Bidding specifications in English are available at $15 including air mail charges from Modern Tercume Burosu, Menekse Sokak 20/7, Kizilay-Ankara.

381 Engineering, laboratory, scientific research instruments

AUSTRALIA—Autoclave, ½ liter capacity, suitable for operation at high pressure and temperature, with bomb type chamber. As the particular application envisages the use of highly reactive and corrosive acids, it will be necessary that this item be lined with tungsten or PTFE. Ken Jones & Co., Pty., Ltd. (importer, manufacturer), 76 Clarence St., Sydney, NSW. WTD 2/7/66.

BRAZIL—Laboratory instruments, associated equipment for medical, scientific, industrial research. Direct purchase or exclusive representation. INTEC—Instrumental Tecnico Cientifico Ltda. (wholesaler, retailer, agent), Avenida Treze de Maio 23, 3° andar, salas 315/318, Rio de Janeiro ZC-06, Estado da Guanabara. WTD 5/20/66.

FRANCE—Automatic analyzing instruments for industry and laboratories. Direct purchase and agency. Recomat S.A.—Regulation Controle Automation (importer, dealer), 42 Rue Guy Moquet, Paris 17e. WTD 2/7/66.

Aircraft compasses; magnetic compasses. Direct purchase and agency. Leland Radio Electronics Co. (importer, dealer, commission merchant, agent), 25 Rue de la Convention, Paris 15e. WTD 1/11/66.

382 Instruments for measuring, controlling, indicating physical characteristics

FRANCE—Automatic temperature control apparatus, for use in petroleum related industries. Direct purchase and agency. Anciens Etablissements E. Berger (manufacturer, wholesaler, retailer), 28 Rue du Docteur Roux, 95 Sannois. WTD 1/14/66.

Tachometers. Direct purchase and agency. Requests replies in French. Ateliers "ORTHOS" (manufacturer, importer, dealer), 43/47 Rue Danton, 92 Levallois-Perret. WTD 2/8/66.

● **INDIA**—Supply of 120 dynamometers of 10,000 lb. capacity. Tender No. CEBT 117/66, bid deadline July 5. Chief Engineer, Electricity Board, Opp. to Bellavista, Khairtabad (Port), Hyderabad-4, (A.P.), India. Tender documents available, at $2.25 each, from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. (Ref. D/ENQ/2023).

PHILIPPINES—Industrial process instruments such as pressure gauges, thermometers. Direct purchase and agency. Paulo D. Honorio, General Manager, Diesel Injection & Magneto Service Co. (importer, wholesaler, retailer, indentor, manufacturer), 422 Arzobispo, Intramuros, Box 1635, Manila. WTD 4/12/65.

383 Optical instruments, lenses

BRAZIL—Optical instruments, apparatus for laboratory work, research, direct purchase or exclusive representation. INTEC—Instrumental Tecnico Cientifico Ltda. (wholesaler, retailer, agent), Avenida Treze de Maio 23, 3° andar, salas 315/318, Rio de Janeiro ZC-06, Estado da Guanabara. WTD 5/20/66.

384 Surgical, medical, dental instruments

GERMANY—Doctors', hospital requirements such as surgical instruments, equipment. Requests quotations c.i.f. European ports. Johannes Drescher, Fachgeschaeft fuer aerztlichen und sanitaeren Bedarf (importer, wholesaler, retailer, exporter), 62 Schadowstrasse, 4 Duesseldorf. WTD 5/17/66.

Workers protective clothing: jackets, coats, trousers, aprons, gloves, headgear, rainproof coats. C.i.f. European ports. Direct purchase and agency. Gebr. Ruth oHG (retailer, wholesaler, importer, exporter), 15 Augustastr., 581 Witten (Ruhr). WTD 5/12/66.

● **GREECE**—Greece has now set the bid deadline as July 8 for the procurement of one device for telecobalt treatment (therapy) apparatus (see INTERNATIONAL COMMERCE, May 30 issue, p. 44). Estimated value: $66,300. Institute of Social Insurance (IKA), Import Supply Committee, 8 Agniou Constantinou St., Athens.★ (Telephone: 202-WO 7-2939).

386 Photographic equipment

ETHIOPIA—Photographic apparatus, equipment, parts, attachments, and accessories; blue printing and diazotype apparatus and equipment; sensitized film, paper, cloth, and plates, and prepared photographic chemicals for use therewith. Requests full details, descriptive literature, prices, terms. Getachew Gabre Michael (importer, wholesaler, retailer), P.O. Box 2111, Addis Ababa. WTD 5/3/66.

FRANCE—Photocopy equipment, all types. Direct purchase and agency. Castex (manufacturer, importer, wholesaler, retailer, agent), 10 Rue Pierre Brossolette, 92 Clamart. WTD 3/2/66.

PAKISTAN—Machinery for production of still films. Requests catalogs, quotations c.&f. Karachi. Motiwala Corp. (importer), 158/A Gordhandas Market, Karachi 2. WTD in preparation.

394 Toys, amusement, sporting goods

AUSTRALIA—Sporting goods, toys, all kinds. Direct purchase and agency. Hartleys, Pty., Ltd. (importers, distributors), 270 Flinders St., Melbourne, Victoria. WTD 2/18/66.

FRANCE—Pin-ball machines for private use. Ets. Le Cosaque (importer, wholesaler), 75 Rue Faubourg Saint-Antoine, 75 Paris. WTD in preparation.

HONG KONG—Toys, all kinds. Happy Dack Trading Co. (importer, exporter, mfrs. selling agents), 608 Des Voeux House, 103-109 Des Voeux Rd. W., Hong Kong. Cable: HAPPYDACK. WTD 5/18/66.

NETHERLANDS—Educational toys and games, such as blocks, jigsaw puzzles, crayons, other teaching aids suitable for sale to kindergartens and schools for mentally deficient children 6-8 years old. Direct purchase or agency; exclusive representation. N.V. De Schoolcentrale (importer, sales agent), 31 Geuzenweg, Hilversum. WTD 5/9/66.

PHILIPPINES—Billiard, bowling accessories. Jose Damian, Proprietor, Jose Damian (Philippines) Co. (importer, wholesaler, exporter, manufacturer), 48 South 4, Quezon City. WTD 9/13/65.

PORTUGAL—Miniature electric motor racing cars and equipment, 1/24 and 1/32 scales. A. Vieira (importer, retailer, wholesaler), 2-4 Rua de Ramalho Ortigao, Oporto. WTD 5/11/66.

SWEDEN—Medium, low-priced sporting goods, all kinds; direct purchase and agency. Frick & Nilsson Aktiebolag (agent), Stora Badhusgatan 20, Goteborg C. WTD 5/12/66.

VENEZUELA—Sporting goods in general. Sales agents or importers for all of Venezuela; direct purchase and agency. Winckelmann & Co., C.A. (importer, sales agent) Apartado 11151 (Chacao), Caracas. 3a. Transversal, Los Ruices, Edificio Principal, Caracas. WTD 5/16/66.

395 Pens, pencils, other office, artists' materials

CEYLON—Artists' materials, supplies, all kinds. C. J. S. Fernando, Director, H.W. Cave & Co., Ltd. (importer), P.O. Box 25, Colombo. WTD 2/3/66.

● **EL SALVADOR**—Supply of 2 million light metal seals. Tender No. 63(66), bid deadline June 14. Terms, specifications in Spanish. Correspondence preferred in Spanish. Proveeduria General de la Republica, Avenida Espana 613, San Salvador.★ (Telephone: 202-WO 7-2939).

NETHERLANDS—Office and school supplies, all kinds. Direct purchase and/or agency. J. H. G. Lammers N.V. (importer, exporter, wholesaler, manufacturer), 21 Kloveniersburgwal, Amsterdam. WTD 5/5/66.

396 Costume jewelry, novelties, buttons, notions

HONG KONG—Cuff buttons; necktie pins, clips. Maritime & Trade (International), Ltd. (importer, exporter, ship charterer), 2210 International Bldg., 141 Des Voeux Rd. C., Hong Kong. Cable MARINTRADE. WTD 5/18/66.

MALAYSIA—Costume jewelry, novelties, ornaments made of all materials except precious metals or stones. Desires to act as indent agent on an exclusive or non-exclusive basis. Malond International Enterprise (indent agent, wholesaler, retailer, exporter, importer), 20 Jalan Tungku Kelana, Klang, Selangor. WTD 3/21/66.

399 Manufacturing industries

NETHERLANDS—High quality, luxuriously designed candles. Direct purchase and agency. J. H. G. Lammers N.V. (importer, exporter, wholesaler, manufacturer), 21 Kloveniersburgwal, Amsterdam. WTD 5/5/66.

WTD price change

Effective on July 1, the charge for each World Trade Directory report will be raised from $1 to $2. The increase is in conformity with changes in the prices charged for other government publications and services.

Pakistan extends deadline

The West Pakistan Industrial Development Corp., Chemical Industries Division, P.I.D.C. House, Kutchery Rd., Karachi-4, Pakistan, has extended the bid deadline for the supply of an ammonium-nitrate plant from July 15 to Aug. 15. (INTERNATIONAL COMMERCE, May 23, p. 45).

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

203 Canning, preserving foods

FRANCE—Canned fruit juices, all kinds. Marcel Boutet (commission merchant), 4 rue de Tournon, 75 Paris (6e), WTD 10/28/64.

SOUTH AFRICA—California dates. Carst and Walker, (Pty), Ltd. (sales agent), P.O. Box 5500, Johannesburg. WTD 10/5/65.

204 Grain mill products

SOUTH AFRICA—Milled rice. Exclusive representation for Cape Province. Richard Primos (Pty.) Ltd. (importing distributor, manufacturers' agent), P.O. Box 1426, Cape Town. WTD 5/13/66.

207 Confectionery

SOUTH AFRICA—Nuts, edible, all types. Carst and Walker (Pty), Ltd. (sales agent), P.O. Box 5500, Johannesburg. WTD 10/5/65.

209 Food preparations

SOUTH AFRICA—Barbecue powder, suitable for flavoring and coloring potato chips; French fried potatoes; soup base, in powder form, various flavors, for use in manufacturing soups. Carst and Walker (Pty), Ltd. (sales agent), P.O. Box 5500, Johannesburg. WTD 10/5/65.

238 Apparel, accessories

SOUTH AFRICA—Handkerchiefs, all types. Stanley Edwards (manufacturers' representative), P.O. Box 9759, Johannesburg. WTD 4/19/66.

282 Synthetic materials

AUSTRALIA—Coating material, cold curing acrylic, for application by spraying or spreading; for use by hobbyists and the jewelry trade, and as coating agent to cover wallpaper. H. Hamilton Joyce & Co. Pty., Ltd. (importer, wholesaler, retailer), 5th Fl., 157a King St., Sydney. WTD 4/7/66.

283 Drugs

SWITZERLAND—Drugs, antibiotics, pharmaceutical raw materials. Oscar Brandenberger (importer, manufacturers' rep), Limmatplatz 7, 8031 Zurich. WTD 5/12/66.

287 Agricultural chemicals

PAKISTAN—Agricultural insecticides, pesticides, all kinds. Requests quotations c.&f. Karachi. Tradeways, Ltd. (importer), Bank House No. 1, Habib Sq., Bunder Rd., Karachi. WTD 5/3/66.

289 Chemical products

FRANCE—Frost-preventive compounds, defrosting products for automobile windshields; automobile cleaning and maintenance products. Lubricants; oil additives; oil clarifiers and oil-treating ingredients. Requests replies in French. Lucien Sirben (agent), 14 rue Rosa-Bonheur, 33-Pessac, Gironde. WTD 9/15/65.

306 Fabricated rubber products

SOUTH AFRICA—Rubber toys. Stanley Edwards (manufacturers' representative), P.O. Box 9759, Johannesburg. WTD 4/19/66.

307 Plastics products

FRANCE—Laminated fiber glass, polyester: sheets, molded. Requests replies in French. Georges Courthieu & Cie (manufacturer, dealer), 58 Ave. du President Roosevelt, 93 Neuilly-Plaisance. WTD 1/13/66.

317 Handbags, other personal leather goods

SOUTH AFRICA—Key cases, coin purses of leather or other materials. Stanley Edwards (manufacturers' representative), P.O. Box 9759, Johannesburg. WTD 4/19/66.

323 Glass products

SOUTH AFRICA—Glass ornaments. Stanley Edwards (manufacturers' representative), P.O. Box 9759, Johannesburg. WTD 4/19/66.

333 Primary smelting, refining of nonferrous metals

PAKISTAN—Copper, electrolytic; lead, zinc. Requests quotations c.&f. Karachi. Tradeways, Ltd. (importer), Bank House No. 1, Habib Sq., Bunder Rd., Karachi. WTD 5/3/66.

342 Cutlery, hand tools, general hardware

VENEZUELA—Jeweler's tools, equipment. Agency for Caracas and central states of Venezuela. C.A. Equipo Dental (importer, distributor, sales agent), Avenida Universidad N° 157-3, Caracas. WTD 5/2/66.

343 Heating apparatus, plumbing fixtures

AUSTRALIA—Natural gas burners, swimming pool heaters, domestic boilers; heating accessories, e.g. baseboard radiators, circulating pipes, hot water heating systems. Woodley's Pty. Ltd. (importer, manufacturer, wholesaler, retailer), 1 Balls Head Rd., Waverton, Sydney, N.S.W. WTD 4/29/66.

349 Toys, amusement, sporting goods

VENEZUELA—Sporting goods, all kinds. Agency for all of Venezuela. Equipos, Maquinarias, Artefactos, C.A. (E.M.A.C.A.) (sales agent), Apartado 7634, Edificio Deco Local "C", 2a Avenida de Los Palos Grandes, Caracas. WTD 5/4/66.

351 Engines, turbines

IRAN—Diesel engines, 5 hp. to 30 hp. and 70 hp. to 200 hp. Aftab Shargh Co. (importer, agent), Ave. Ferdowsi, Aftab Shargh Bldg. Tehran. WTD 11/18/64. TM 52T.

352 Farm machinery

FRANCE—Garden tools, small agricultural implements such as lawn mowers, hedge trimmers, rotary tillers, chain saws, garden cultivators, portable power sprayers. Jacques Fleury, S.A. (mfrs.' agent), 2 rue du Portail, Traverse Magnan, 13 Marseille, 3eme. WTD 5/12/66.

SOUTH AFRICA—Potato planters, lifters, diggers, sorters, harvesters. Adcorp Industrial (marketing representative), P.O. Box 791, Vereeniging, Transvaal. WTD 5/2/66.

353 Construction machinery

IRAN—Construction equipment, including crawler tractors (70 hp. to 150 hp.) trailers for moving heavy equipment, cranes, related items. Aftab Shargh Co. (importer, agent), Ave. Ferdowsi, Aftab Shargh Bldg. Tehran. WTD 11/18/64. TM 51T.

SOUTH AFRICA—Timber handling equipment, including yard handling equipment such as portable conveyors, stackers, transporters, grabs; in-field equipment and plantation operation machinery suitable for timber areas on fairly steep slopes. Amalgamated Distributors Corp., (Pty.), Ltd. (marketing representative), P.O. Box 791, Vereeniging, Transvaal. WTD 5/2/66.

354 Metalworking machinery

FRANCE—Machinists' precision tools; tools, accessories for machine tools. La Petite Mecanique de Precision P.M.P. (manufacturer, importer, exporter, dealer), 2 rue d'Arcueil, Paris 14e. WTD 1/12/66.

PAKISTAN—Machinery, tools for mobile workshops. Requests catalogs, quotations c.&f. Karachi. Tradeways, Ltd. (importer), Bank House No. 1, Habib Sq., Bunder Rd., Karachi. WTD 5/3/66.

355 Special industry machinery

LEBANON—Tobacco leaf handling, processing equipment. Jean Aziz Ghazi (importer, wholesaler), P.O. Box 5165, Beirut. WTD 12/14/64.

356 General industrial machinery

FRANCE—Power drives, clutches, power transmission gears, speed reducers: mechanical, electro-magnetic, pneumatic, hydraulic. Requests replies in French. Marcel Bongibault (commercial agent), 20 rue du 22-septembre, 92 Courbevoie. WTD 3/24/66.

NETHERLANDS—Filtration equipment with fall-out filters for purification of radioactive air. Droogtechniek en Luchtbehandeling N.V. (importer, exporter, manufacturer, wholesaler), 39 Nieuw Mathenesserstraat, Rotterdam. WTD 3/1/65.

PAKISTAN—Atomic reactor parts, tubings, atomic fallout exhaust fans, atomic filters, instruments. Requests catalogs, quotations c.&f. Karachi. Asiwan Traders (importer, agent), 40-41 Rehman Ct., Greig St., Karachi. WTD 3/7/66.

358 Service industry machines

PAKISTAN—Machinery, equipment for purification, treatment of water. Requests catalogs, quotations c.&f. Karachi. Tradeways, Ltd. (importer), Bank House No. 1, Habib Sq., Bunder Rd., Karachi. WTD 5/3/66.

THAILAND—Filtration, purification equipment for water wells. Requests catalogs, price lists. Sang Huttha Karn R.O.P. (importer, wholesaler, retailer), 180/2 Lan Luang Rd., Bangkok. WTD in preparation.

361 Electric transmission, distribution equipment

FRANCE—Measuring apparatus: digital frequency meters, digital voltmeters, special oscilloscopes, impulse generators. Avialex, (manufacturer, dealer), 85 Bld. de la Republique, 78 Chatou. WTD 1/31/66.

364 Electric lighting, wiring equipment

PHILIPPINES—Studio illumination equipment—spotlight with booster cell. Nathaniel Gutierrez, Asst. Manager, Photo Dept., Botica de Santa Cruz (importer, wholesaler, retailer, indentor), 949-957 Rizal Ave., Bx 278, Manila. WTD 5/14/65.

365 Radio, television receiving sets

FRANCE—Phonograph records: popular music. La Boite a Musique (editor of records), 133 Bld. Raspail, 75 Paris (6e). WTD 1/31/66.

366 Communication equipment

PAKISTAN—Radio transmitters. Requests catalogs, quotations c.&f. Karachi. S. Ahmed Agencies (importer), P.O. Box 151-28, Noor Chambers, Robson Rd., Karachi. WTD 3/10/66.

Wireless sets, transmitting equipment. Requests catalogs, quotations c.&f. Karachi. Tradeways, Ltd. (importer), Bank House No. 1, Habib Sq., Bunder Rd., Karachi. WTD 5/3/66.

Radio receiver transmitter, RT.279/APX25. Wireless set CDN No. 19, ND 19 MK 2 & 3. Requests catalogs, quotations c.&f. Karachi. Akhtar Trading Corp. (importer), Nadir House, 3rd Fl., McLeod Rd., Karachi 2. WTD in preparation.

367 Electronic components, accessories

FRANCE—Specialty resistors for electronic end products; solid state electronic devices; inductors; electronic transformers; capacitors and other electronic components. Societe Orega—Electronique et Mecanique (manufacturer, dealer), 106 rue de la Jarry, 94 Vincennes. WTD 2/1/66.

PAKISTAN—Electronic tubes; transponder set coder KY-95/APX25; transponder set control C-1158/APX25. Requests catalogs, quotations c.&f. Karachi. Akhtar Trading Corp. (importer), Nadir House, 3rd Fl., McLeod Rd., Karachi 2. WTD in preparation.

371 Motor vehicles, equipment

DOMINICAN REPUBLIC—Motor vehicle parts, accessories. Miguel A. Nouel & Co. (importer, commission agent), Calle Berto Arvelo No. 3, P.O. Box 1044, Santo Domingo. WTD in preparation.

FRANCE—Automobile and truck repair, replacement parts; assemblies for motor vehicles; automotive accessories, supplies, including snow chains; filters; head rests; other items. Requests replies in French. Lucien Sirben (sales agent), 14 rue Rosa-Bonheur, 33 Pessac, Gironde. WTD 9/15/65.

372 Aircraft, parts

VENEZUELA—Small airplanes, spare parts, accessories. Agency for all of Venezuela; requests replies in Spanish. Aerocomercial, S.A. (sales agent), Apartado 2227, Caracas, Aeropuerto La Carlota, Estado Miranda. WTD 5/11/66.

381 Engineering, laboratory, scientific research instruments

FRANCE—Meteorological equipment. La Petite Mecanique de Precision P.M.P. (manufacturer, importer, exporter, dealer), 2 rue d'Arcueil, Paris 14e. WTD 1/12/66.

384 Surgical, medical, dental instruments

NETHERLANDS—All types of appliances for physically handicapped persons. N. V. Orthopaedische Fabriek v/h J. van Lierop (importer, manufacturer, exporter), 55-56 Nieuwe Rijn, Leiden. WTD 4/22/65.

VENEZUELA—Dental equipment, supplies. Agency for Caracas and central states of Venezuela. C. A. Equipo Dental (importer, distributor, sales agent), Avenida Universidad N° 157-3, Caracas. WTD 5/2/66.

386 Photographic equipment

NETHERLANDS—Sound recording motion picture projectors, 16 mm. C. Boonen & Co. N.V. (importer, wholesaler), P.O. Box 1826, Amsterdam. WTD 10/25/65.

PHILIPPINES—Photographic equipment, supplies, including laboratory darkroom equipment, black and white/color; films, paper, chemicals. Nathaniel Gutierrez, Asst. Manager, Photo Dept., Botica de Santa Cruz (importer, wholesaler, retailer, indentor), 949-957 Rizal Ave., Bx 278, Manila. WTD 5/14/65.

393 Musical instruments, parts

NETHERLANDS—Percussion instruments, string instruments, accessories. Gebr. Serlui (importer), 10-14 Nieuwe Achtergracht, Amsterdam. WTD 5/6/66.

394 Toys, amusements, sporting goods

SOUTH AFRICA—Toys, all types. Stanley Edwards (manufacturers' representative), P.O. Box 9759, Johannesburg. WTD 4/19/66.

395 Pens, pencils, artists' materials

SOUTH AFRICA—Fountain pens; ball point pens; refill cartridges; parts for pens; pencil cases. Stanley Edwards (manufacturers' representative), P.O. Box 9759, Johannesburg. WTD 4/19/66.

396 Costume jewelry, novelties, buttons

SOUTH AFRICA—Costume jewelry, novelties. Stanley Edwards (manufacturers' representative), P.O. Box 9759, Johannesburg. WTD 4/19/66.

Leads for Importers

Commodities are offered direct unless specified

195 Small arms

GERMANY—Shot guns, sports rifles, ammunition, accessories for hunting, sporting equipment, including leather goods, optical equipment. Seeks representative in U.S. Quotations f.o.b. Hamburg or Bremen. Albrecht Kind (importer, exporter, manufacturer, wholesaler), Postfach 45, 5282 Hunstig, Post Dieringhausen. WTD 5/9/66.

203 Canning, preserving foods

BRAZIL—Canned gherkins, sauerkraut, heart of palm, guava paste and compote, "jaboticaba" jam; canner desires to give exclusive representation to well established agents only or sell directly to distributors. Industrias Alimenticias Florida Ltda., Avenida Rio Branco 57, 15° andar, salas 1509/1511, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 9/17/65.

208 Beverage industries

FRANCE—Bordeaux wines ("chateau" and classified qualities) and white wines from the Dordogne region ("Bergerac"; "Montbazillac", "Cotes de Saussignac", and other areas), and from the Lot-et-Garonne department ("Cotes de Duras") offered for wholesale exportation, reportedly at competitive prices, preferably through exclusive sales agents in U.S. In cases of 12 or 24 bottles, 75 centiliters each. G. Gaulhiac & Fils (wholesaler, exporter), Boite Postale 26; 33- Sainte-Foy-la-Grande, Gironde. WTD 9/16/65.

209 Food preparations

MALAYSIA—Palm oil. Direct sale or through agent. H.H. Bhatt & Co. (exporter), 90 Penang St., Penang. WTD 3/14/66.

Palm oil. Direct sale or through agent. Prikant Popatlal & Co. (exporter, agent), 20 Penang St., Penang. WTD 3/27/66.

222 Broad woven fabrics, man-made fiber, silk

MALAYSIA—Silk fabrics in various designs and colors, 40/41" width. F.O.B. prices from Kuala Trengganu ranging from $5 to $25 per yd. Direct sale or through agent. Mara Textile Center (government agency), 339 Jalan Mengadang Akar, Kuala Trengganu, Trengganu, Attn.: Darshan Singh.

225 Knitting mills

AUSTRALIA—Exclusive hand-knitted outerwear. Elite Supply Co. (importers, wholesalers, exporters), 230 Brunswick St., Fitzroy, Victoria. WTD 4/22/66.

229 Textile goods

MALAYSIA—Various kinds of hand-printed batik materials, 42" width, suitable for dresses and sportswear. F.O.B. prices from Kuala Trengganu ranging from $0.70 to $1.70 per yd. Direct sale or through agent. Mara Textile Center (government agency), 339 Jalan Mengadang Akar, Kuala Trengganu, Trengganu. Attn.: Darshan Singh.

242 Sawmills, planing mills

BRAZIL—Brazilian hardwoods, sawn or in logs; direct sale or through well-established agents. Caravelas Comercio e Exportacao Ltda. (exporter, wholesaler), Caixa Postal 866, or Rua do Rosario 78, 1° andar, sala 11, Vitoria, Estado de Espirito Santo. WTD 5/19/66.

243 Prefabricated structural wood products

MALAYSIA—Veneer, plywood. Direct sale or through agents. Teck Heng Loong Bros., Ltd. (importer, exporter, manufacturer, wholesaler, retailer, indent agent), P.O. Box 152, Sandakan, Sabah. WTD 4/22/66.

251 Household furniture

SWEDEN—Interested in appointing agents in

U.S. for sale of high quality steel toilet cabinet of marine type to shipyards and shipping companies; brochure available on loan from Trade Opportunities Staff, BDSA-624, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Steel bathroom cabinets, with revolving mirror-doors, for homes, apartment houses, hotels. AB Dahlenskap (manufacturer, exporter, wholesaler), Jacob Vestinsgatan 5, Stockholm. WTD 4/27/66.

TAIWAN—Wood furniture, general retail goods. Interested in acting as buying agent for American firms. Bermer Trading Corp., 3rd Fl., 42 Nanking East Rd., Section 1, Taipei. WTD 9/10/65.

277 Greeting cards

BELGIUM—All types of greeting cards in screen print. Seeks importers/distributors. Sample cards available on loan from Trade Opportunities Staff, BDSA-624, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Flock-Indus P.V.B.A., (exporter, wholesaler, mfr.), 614 Grotesteenweg, Berchem-Antwerp. WTD 5/10/66.

283 Drugs

BRAZIL—Ipecac, starflower; direct sale or through well-established agents. SIMAP Sociedade Importadora de Materias Primas Ltda. (wholesaler, agent), Avenida Presidente Vargas 542, 10° andar, sala 1005, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 5/9/66.

FRANCE—Agar-agar packed in waterproof polyethylene bags enclosed in jute bags; very good and pure quality produced from selected sea-weeds (algae) such as "Gelidium" and "Gracilaria", principally. Wholesale exportation direct or through agents. SO.BI.GEL (Societe de Gel de la Bidassoa), (producers, wholesalers, exporters), 64 Les Joncaux, Hendaye, Basses-Pyrenees. WTD 10/15/65.

286 Gum, wood chemicals

BRAZIL—Wattle extract, powder; direct sale or through well-established agents. SIMAP Sociedade Importadora de Materias Primas Ltda. (wholesaler, agent), Avenida Presidente Vargas 542, 10° andar, grupo 1005, Rio de Janeiro ZC-00, Estade da Guanabara. WTD 5/9/66.

NEW ZEALAND—"Manool," new product from which perfume compounds can be prepared: light solvent extraction from New Zealand tree Dacrydium Biforme or Pink Pine, which yields a viscous amber-colored liquid chemically similar to Sclareol. Will provide quotations, assays on request. Hickson's Timber Impregnation Co., (N.Z.), Ltd., (timber preservation), P.O. Box 8739, Auckland C.3. WTD 3/28/66.

287 Agricultural chemicals

BRAZIL—Pyrethrum extract, powder; direct sale or through well-established agents. SIMAP Sociedade Importadora de Materias Primas Ltda. (wholesaler, agent), Avenida Presidente Vargas 542, 10° andar, grupo 1005, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 5/9/66.

289 Chemical products

BRAZIL—Peppermint, lime oils; direct sale or through well-established agents. SIMAP Sociedade Importadora de Materias Primas Ltda. (wholesaler, agent), Avenida Presidente Vargas 542, 10° andar, grupo 1005, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 5/9/66.

328 Cut stone products

MALAYSIA—Marble flooring, tiles. Direct sale or through agents. Sun Enterprises (M) Ltd. (manufacturer), 2¼ mile Kuala Kangsar Rd., Ipoh, Perak. WTD 3/28/66.

361 Electric transmission, distribution equipment

SOUTH AFRICA—Electrical panelboards. Switchcraft, Ltd. (manufacturer), P.O. Box 6444, Johannesburg. WTD 5/10/66.

362 Electrical industrial apparatus

GERMANY—Electric motors of all kinds, 0.5 to 1000 hp.; transformers; switchgears; drives; double grinding benches; small circular saws. Price quotations ex factory. Seeks representative in U.S. Requests replies in German. Descriptive circulars, text in German, available on loan from Trade Opportunities Staff, BDSA-624, Rm. 4203, Department of Commerce, Washington, D.C. Fritz Wagenfuehr, Elektro-Maschinenbau (importer, wholesaler, manufacturer, retailer, exporter), 113 Koelnerstrasse, 433 Muelheim-Ruhr-Saarn. WTD 5/13/66.

394 Toys, amusement, sporting goods

MALAYSIA—Straw bags, novelties. Direct sale or through agent. Mara Textile Center (government agency), 339 Jalan Mengadang Akar, Kuala Trengganu, Trengganu, Malaysia. Attn.: Darshan Singh.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—B. Altermatt, Managing Director, Olma Engineering Co., Pty., Ltd., 13-15 Kilpa Rd., Moorabbin, Victoria, **interested in licensing agreements for products that could be wholly or partly manufactured and marketed in Australia at competitive prices, products such as steam/water valves, lathe chucks, compressors, spray gun equipment, transmission equipment, special tools.** June via New York for 2-3 weeks. c/o Department of Commerce Field Offices en route. Itinerary: New York, San Francisco, others to be arranged. WTD in preparation.

W. G. Harrison and G. Woodland, representing W. G. Harrison, Pty., Ltd., Cnr. Kelly and Montague Rd., Modbury, South Australia, **interested in importing druggist sundries.** June 11 via San Francisco for 3 weeks. c/o Australian Government Trade Commissioner, 350 Post St., San Francisco. Itinerary: San Francisco, Los Angeles. WTD 3/30/66.

James G. Walsh, J. G. Walsh & Co., P.O. Box 165, Double Bay, Sydney, N.S.W., **interested in contacting U.S. firms manufacturing educational laboratory equipment needed in physics, botany, geology, zoology, similar laboratories, primarily for use at secondary levels; also interested in equipment for grade schools and colleges.** June 3 via New York for 3 weeks. c/o Department of Commerce Field Offices en route. Itinerary: New York, Washington, Chicago, San Francisco. WTD 3/3/66.

CEYLON—Yusuf Moosajee, Moosajee Bros., 225 Dam St., Colombo 12, **interested in purchasing organic and inorganic, granulated and liquid fertilizers, polyethylene extruding and printing machines; requesting technical information on fertilizers, machinery for disintegrating, pulverizing fertilizers, mixing machines, ball mills.** June via New York for 4 weeks. c/o Captain W. M. Howard, P.O. Box 657, Salinas, Cal. Itinerary: New York, New Haven, San Francisco, Washington. WTD in preparation.

ECUADOR—Dr. Cyrano Tama, President, Bananol S.A., Apt. 17, Malecon Simon Bolivar 1805, or P.O. Box 5913, Guayaquil, **interested in purchasing equipment for processing, preserving, packing banana puree and requesting technical information on these types of equipment required to process tropical fruits.** May 15 via Los Angeles for 1 month. c/o Ecuadorean Consulate General, 427 W. 5th St., Los Angeles, Cal. Itinerary: Los Angeles, New York, Miami. WTD 9/23/65.

Thomas C. Wright, Supermercados La Favorita Cia. Ltda., Calle Amazonas 437 or P.O. Box 491, Quito, **interested in establishing shopping center in Quito for local and foreign commercial firms, and requesting technical information on financing, planning, operation.** May 9 via Miami for 5 weeks. c/o 1001 Melrose Drive, McLean, Va. (Telephone: EL 6-2293). Itinerary: Miami, Washington, New York, Buffalo, New York, Chicago, Los Angeles, Houston, New Orleans. WTD 2/19/65.

Marcos Aguirre L., representing Edificaciones Modernas S.A., Pinturas Modernas, Mateco S.A., and Gasolinera Espana, Calle 9 de Octubre 1317 or P.O. Box 5734, Guayaquil, **interested in obtaining exclusive representation for road equipment and replacement parts, structural steel for bridges, construction materials, microwave communications equipment, diesel electric locomotives, and wishes to meet consulting engineering firms and financial consultants.** May 21 via New York for 15 days. c/o Gustavo Aguirre, 4015 Hudson Ave., Union City, N.J. Itinerary: New York, Washington. WTD 8/27/64.

ENGLAND—Thomas B. Fox, Managing Director, High Voltage Servicing Co., Ltd., 8 Kildare Close, Eastcote, Ruislip, Middlesex, **interested in discussing U.K. representation with U.S. manufacturers in nuclear physics, electronics industries.** June 5 via New York for 2 weeks. c/o Battle Green Inn, Lexington, Mass. Itinerary: Boston, Washington, New York, other cities as necessary. WTD 7/27/64.

FRANCE—Georges Bardou, Scoritoma, 22 Blvd. Gallieni, 92-Villeneuve-l-Garenne, **interested in obtaining distributorship for metal forage, grain silos in France.** Early June via New York for 15 days. c/o Bowsteel Corp., 601 E. Linden Ave., Linden, N.J. Itinerary: to be arranged as necessary to contact silo manufacturers. WTD 4/21/66.

GERMANY—Bernhard Weyhausen, H. Weyhausen KG Maschinenfabrik, 324 Stedinger Strasse, 287 Delmenhorst, **interested in sales, service of excavators, cranes, fork lift trucks and requesting technical assistance to establish subsidiary in New Jersey and organize a sales and maintenance service network in U.S.** May 30 via New York for

3 years. c/o Weyhausen-Atkas, Excavators Sales & Service, 285 Bloomfield Ave., Caldwell, N.J. 07006. Itinerary will be arranged as necessary. WTD in preparation.

GREECE—Mrs. Zoe Terlexis, Uniport Hellas, 17 Voutieridou St., N. Psychicon, Athens, **interested in direct purchase and agencies for household items, cosmetics.** May 25 via New York for 1 year. c/o Mrs. Sidiropoulou, 1564 1st Ave., New York, N.Y. 10028. Itinerary: New York, Washington, Chicago. WTD in preparation.

ISRAEL—Ronald Dias, Commercial Director, APTCO Dental Sales, Ltd., 828/9 El-Al Bldg., 32 Ben Yehuda St., Tel Aviv **interested in importing gold pins with silver solder attached and palladium cups for porcelain teeth, feldspar, materials used for the base of acrylic teeth, modern machinery for manufacturing teeth;** wishes to sell or appoint U.S. agents for artificial plastic and porcelain teeth. First week in June via New York for 8 months. c/o APTCO's American agent: Modern Tooth Supply Co., 2733 W. Diversey Ave., Chicago, Ill., or the Israel Trade Commission, New York, N.Y. Itinerary: to be arranged after visiting dental conventions and exhibitions, existing accounts.

MEXICO—Ernesto Paniagua O., Professor of Automotive Techniques, National Politechnic Institute's Wilfrido Massieu Technical and Industrial School, Prolongacion de Lauro Aguirre, Mexico, D.F., **interested in visiting manufacturers of automotive parts to improve knowledge of techniques involved.** May 25 via Laredo, Texas for 20 days. c/o Department of Commerce Field Offices en route. Itinerary: Chicago, Muskegon, Mich., Toledo and Cleveland, Ohio, Pottstown, Pa., New York, Roselle, N.J., Syracuse, N.Y.

NETHERLANDS—Henri Hammelburg, manager, Hamco-Hilversum N.V., 4-6 Naarderstraat, Hilversum, **interested in obtaining exclusive representation from manufacturers and suppliers of silverware and silver plated products, cutlery excepted.** May 26 via Chicago for 4 weeks. c/o H. Hammelburg, Slager, R.R. 2, Edwardsburg, Mich. Itinerary: Chicago, New York, others to be arranged. WTD 2/16/66.

PAKISTAN—Miss Zahida Sultana, Naweena Embroidery Works, Ltd., 32 Hub Chawki Rd., S.I.T.E., Karachi, **interested in purchasing machinery for manufacture of embroidered goods and in exploring market prospects in U.S. for Pakistani brass handicrafts.** June 6 via New York for 2 weeks. c/o Pakistan Consulate General, 12 E. 65th St., New York, N.Y., and Pakistan Embassy, Consular Div., 2315 Massachusetts Ave., N.W., Washington, D.C. WTD in preparation.

SINGAPORE—Lie Hong Sie, Chairman and Governing Director, Liberty Industries, Ltd., 42 Telok Ayer St., Singapore 1, and NG Kiok Pek, adviser, **interested in purchasing machinery for use in timber processing and furniture manufacture such as drying kilns, joinery works, and locating buyers for firm's furniture;** also wish to request technical information on latest timber processing machinery. Early June via New York for 2 weeks—1 month. c/o Chase Manhattan Bank, 1 Chase Manhattan Plaza, New York, N.Y. 10012. Itinerary: New York, Washington, Portland, San Francisco, Los Angeles, Seattle. WTD in preparation.

SOUTH AFRICA—S. Melnick, Director, J. Melnick & Co., (Pty.), Ltd., and subsidiary companies, 43 Somerset Rd., P.O. Box 4098, Cape Town, **interested in exclusive agencies and direct purchase of candy, foodstuffs, delicatessen items.** June 13 via San Francisco. Itinerary: San Francisco June 13-19 c/o Hotel Mark Hopkins; New York June 25-July 13 c/o Hotel Americana; or American Express in either city; Philadelphia and Camden, N.J. WTD 4/19/66.

Werner E. Sachs, Director, Lindex, (South Africa), (Pty.), Ltd., Plantation House or P.O. Box 4536, Johannesburg, **interested in textiles, office equipment, domestic appliances.** June 5 via New York for 3 weeks. c/o Anglo African Shipping Co., 16 E. 34th St., New York, N.Y. Itinerary: Washington, New York. WTD 5/9/66.

SWEDEN—Lars Egnell, Palargatan 7, Johanneshov, **interested in visiting and studying bio-chemical and pharmaceutical plants, chemical plants, research laboratories.** June 9 via Los Angeles for 5-6 weeks. c/o Department of Commerce Los Angeles Field Office. Itinerary: Los Angeles, states of Utah, New Mexico, Texas, Florida, New York.

SWITZERLAND—Michel Dubuis, 56 Rue de Lausanne, 1950 Sion, **interested in contacting U.S. firms to discuss possibilities of obtaining distribution, representation, licensing agreements for electrical machinery, apparatus, electronics, nucleonics, mechanical equipment, chemicals, pharmaceuticals, animal feed, health products.** June 2-22 via New York. c/o Dr. George Mathieu, Moriches Ave., East Moriches, L.I., New York 11940. Itinerary: New York, others as required. WTD in preparation.

TANZANIA—Mohamed A. Meghji, Hymill Importers, P.O. Box 1225, Dar es Salaam, **interested in textiles, particularly polyester fabrics, ready-made garments, fancy goods.** June via Los Angeles for 4-6 weeks. c/o Department of Commerce New York Field Office. Itinerary: Los Angeles, Chicago, Washington, New York. WTD in preparation.

UGANDA—Sukh Dev Khosla, W. R. Khosla & Sons, Ltd., P.O. Box 45, Tororo, **interested in provisions, glassware, household goods, electrical appliances, toys, games, stationery, school equipment, furniture, toilet requisites, suitcases, cutlery, fancy goods, giftwares, carpets, sporting goods, crockery; requesting technical information on machinery for manufacture of notebooks, other books, machinery for production of knited underwear.** May 15 via Honolulu for 1 month. c/o Milshire Intl. Corp., 102 Franklin St., New York, N.Y. Itinerary: Washington, New York, Chicago, Buffalo, Honolulu, San Francisco, Los Angeles. WTD 5/10/66.

URUGUAY—Simon Schonwald, Simon Schonwald Industrias Electroquimicas and Panamco S.A., Cno. Casavalle 5357, Montevideo, **interested in obtaining licensing arrangement for local manufacturer of glass insulators; requesting technical information, data on electroplating equipment.** May 16 via New York for 45 days. c/o 2499 E. 21st St., Brooklyn, N.Y. Itinerary: New York, Dallas, Los Angeles, Chicago, Cleveland, Buffalo, Boston, Miami. WTD in preparation.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, Department of Commerce, Washington, D.C., 20230, and from Department of Commerce Field Offices. The price is $1.00 per list for each country.

Most of the lists are prefaced by a brief review of basic trade and industry data collected in making the compilations.

American Firms, Subsidiaries and Affiliates—The Netherlands, April.

Business Firms—Malawi, May.

Household Appliances—Importers and Dealers—Sweden, May.

Iron and Steel, Nonferrous Metals and Building Materials—Importers and Dealers—Greece, May.

Machinery and Equipment, Farm—Importers, Dealers and Manufacturers—Portugal, April.

Metallurgical and Metal Working Plants—Belgium, April.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Iran will construct chrome plating plant

The Iranian State Railways, Maydane Rah Ahan, Tehran, Iran, has issued tender No. 45/77 for supply, installation, and start-up of a complete chrome plating plant for maintenace by chrome plating cylinder liners of diesel engine locomotives and parts of wagons.

The plant should be capable of treating 60 diesel engine, cylinder liners a month and chrome plating smaller parts and objects for the interior of wagons. The bid deadline is Aug. 7.

Specifications are available on a short-term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA—588, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5589).

Libya wants plant for sewage treatment

The Ministry of Public Works of Libya has issued Tender No. 892 for the supply, erection, and commissioning of a sewage pumping plant sewage works machinery, and an effluent treatment plant for the Derna Sewerage and Sewage Purification Scheme. The bid deadline is Oct. 24.

Information may be obtained from the Public Works Dept., Benghazi (or Tripoli), Libya; or The Consulting Engineers, Messrs. Howard Humphreys & Sons, 8 Francis St., Westminster, London SW.1, England for $70.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed, in such cases additional information is published as it is obtained.

AUSTRALIA—Some contracts for the Sydney Opera House project involving overseas technical consultants are to be re-negotiated. The Minister for Public Works for the State of New South Wales, Davis Hughes, said that some contracts were between the consultants and the former architect of the project, Joern Utzon, who resigned recently from the Opera House project. The cost of the building was originally estimated at $8.5 million; the present official estimate is about $44 million and later estimates place the cost still higher. The Opera House design will now be completed by a Sydney architect, Peter Hall, who is one of a panel of four. This panel includes the Government architect, E. H. Farmer, and D. S. Littlemore representing Rudder Littlemore and Rudder, who will be in charge of supervision; and Lionel Todd, representing Hanson Todd and Partners, who will be in charge of contract documents.

BRAZIL (1000 Cruzerio=$1.70)—The most recent proposal for dealing with greater Sao Paulo's increasing transit problem calls for a mass transportation system utilizing existing facilities of the Estrada de Ferro Sorocabana which is owned by the State of Sao Paulo. According to the proposed plan, the downtown area would be connected with the Sorocabana's existing suburban railroad network of approximately 112 km. by means of 7.5 km. of elevated track to be constructed above existing avenues. Cost has been estimated at Cr$14 billion which is below the amount estimated for a similar project using underground transportation. This is the first phase of the proposed plan for a mass rapid transit system. As yet, details of the entire plan have not been released.

The plan for the first phase divides the financial cost of the project between the City Government and the State. The City Government would be responsible for construction of the elevated track, the major part of the total cost, and the Estrada de Ferro Sorocabana for the rolling stock and equipment.

CEYLON (Rs 4.75=US $1)—Official legislative approval has been given for establishment of the State Fertilizer Manufacturing Corp. with a capital not exceeding Rs 190 million, of which the foreign exchange component will be Rs 120 million. The Corporation, a Government industry, will be built without private sector participation.

The Corporation's main functions will be the manufacture, processing, and sale of all types of fertilizers including nitrogen, phosphate, potassium, magnesium, multi-nutrient, and that containing secondary plant nutrients; and the processing and sale of ammonia and compounds, nitric acid, sulphuric acid, gypsum, hydrogen, nitrogen, oxides of carbon and of sulphur, and allied products. It will initially concentrate on the supply of nitrogen and other fertilizers, ammonium sulphate, and urea.

Reportedly, plans for the factory (production capacity 550 tons a day) are near completion and world-wide tenders for its construction will be issued in two to four months. The site for the factory is at Hunupitiya, about six miles north of Colombo, readily accessible by both road and rail, and in close proximity to the site of the proposed oil refinery, which will supply the crude naphtha to the factory.

In addition to the tender for the construction of the factory, the Corporation intends to enter into negotiations for the supply of sulphur (about 80,000 tons a year) sometime before the factory's completion.

COLOMBIA—Texaco Petroleum Co. reportedly plans to construct a $50 million pipeline from Putumayo to Tumaco, from which point the crude oil will be transported by tankers to Buenaventura. Texaco will install a $40 million refinery at Buenaventura with a daily capacity of 25,000 barrels of crude oil and hopes to have both the pipeline and refinery in operation by the beginning of 1969.

GREECE—Athens has decided to invite international tenders for the erection of a plant to convert the city's garbage into organic fertilizers. When the tender is issued, notice will be published in INTERNATIONAL COMMERCE.

The Ministry of Public Works signed a $70,000 contract recently with the French firm, S.G.T.E., former concessionnaire of the Paris "Metro" for a preliminary study for the establishment of an underground railway system covering the Greater Athens area. Reportedly, the Ministry is interested in considering any complete proposals for the entire project, namely, financing, feasibility study and construction.

QATAR—The Government has decided to retender the Doha deep-water port construction project. (INTERNATIONAL COMMERCE, Dec. 6). The specifications were drawn by the British consulting firm, Coode and Partners, Ltd., 2 Victoria St., London, SW. 1 and are based on a 1965 harbor study conducted by Arthur Little Consultants, Inc. Reportedly, the $10 million project involves dredging a two-mile ocean channel to the capital city of Doha; constructing a causeway at that place; and erecting berthing facilities capable of handling four ocean-going vessels at one time in 27 ft. of water (low mean tide). Construction of the second portion, the causeway, is being done by a local firm. U.S. firms interested in bidding may obtain detailed design and specifications from the above named consulting firm.

THAILAND—A 10-year railway modernization program, costing 1.9 billion bahts (about $96 million), is being planned by the State Railway of Thailand, according to a recent press announcement. The remaining 245 steam engines will be replaced with 70 diesel locomotives and a number of diesel railcars. Of these, 28 diesel engines will be imported by 1971 to complete the use of diesels on the northern, northeastern, and southern routes down to Chumporn. Fifteen shunting engines and 152 passenger bogeys will be imported, while 535 freight cars will be built locally. Railway tracks on all routes will be strengthened and wooden sleepers will be replaced by concrete sleepers. Straightening of the 123 km. Uttaradit-Chiengmai route in order to eliminate several bends will be considered. A new 13-km. route is to be built to link Bangsue Junction (Northern Bangkok) with Klongtan (Eastern Bangkok suburb). A survey for the new 300-km route of Denchai-Chiengrai-Chiengsaen is scheduled for completion by 1971. The new southeastern route from Chacherngsao to Laem Chabang of Cholburi Province will be built to supplement the seaport construction program at Laem Chabang. Improvement will be made on the Thonburi-Samut Sakorn route. An elevated track from the Central Railway Station at Hua Lampong, Bangkok, will be constructed at Klong Padung Krungkasem and stretch across the Chao Phya River to link with the Thonburi-Samutsakorn route at Great Circle, Thonburi. An 11-story Bangkok Railway Station Administrative Building will be built at Hua Lampong, Bangkok. All wooden and steel bridges throughout the Kingdom are to be strengthened to take a weight of 15 tons. The existing Makasan Railway Engineering Workshop's facility in Bangkok will be enlarged and equipped with new machinery and equipment to modernize its repairing and servicing operation. U.S. suppliers interested in these projects should write Maj. Saeng Chulacharitta, General Manager, State Railway of Thailand, Krungkasem Rd., Yodse, Bangkok, Thailand.

TRUCIAL STATES—Tenders have been issued for construction of an airport runway and a bridge between Abu Dhabi and the mainland. Deadline for submission of bids is July 1. Specifications for the bridge include a curved span and causeway 1,365 ft. long, with two 24-ft. wide roadways divided by a center strip and flanked by two pedestrian walkways (10 ft. and 6 ft. wide, respectively). The project cost is estimated at approx. $2¾ million.

TUNISIA—It has been reported that in the next three years 70 hotels (totaling 7248 rooms) will be constructed throughout Tunisia. The Tunisian Office of Tourism projects that 28 hotels will be built in 1966; 31 in 1967 and 11 in 1968. A list of Tunisian hotels and Government and private agencies for tourism is available from the Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230. No details concerning financing, construction or outfitting are available yet regarding these 70 hotels.

Quarterly construction summary made available

A quarterly summary of future construction project, contract award stories, significant foreign government engineering or construction tenders, United Nations Development Fund projects which have been published in INTERNATIONAL COMMERCE during January, February and March of 1966 is available to U.S. firms from the Department of Commerce, BDSA-624, Washington, D.C. 20230. A preaddressed *mailing label* should be included with requests to facilitate processing.

The summary may also be reviewed at any of the 42 Department of Commerce Field Offices. It alphabetically lists project summaries by country in the following classes:

I—Airport, Seaport, Railroad and Highway projects; II—Hydro and Thermal Electric Plants and Irrigation Projects; III—Hospitals, Hotels, and Housing Projects; IV—Industrial Plant Projects, and V—Comprehensive Development projects.

Names of the firms to contact and responsible agencies are cited, with original publication dates, whenever possible. Since only a limited supply is available, requests will be filled until the supply is exhausted.

New Books and Reports

***Yearbook of International Trade Statistics: 1964.* United Nations, New York. 832pp. $11.50**

The fifteenth issue of the Yearbook contains the world's most complete listing of detailed trade data for individual countries and regions. It analyzes the flow of trade between nations and describes the price fluctuations of goods moving internationally. The summary tables are: world trade by regions and countries, world exports by provenence and destination, export and import quantum and price indices, terms of trade by regions, and commodities in world trade.

The book also describes international standards for external trade statistics, and deviations from these standards are noted in the detailed tables.

Trade figures of 144 countries which accounted for about 98% of aggregate world trade are included. All figures are obtained from official sources published by the governments of the countries concerned.

Write: Publishing Service, United Nations, New York, N.Y. 10017.

***Kaufkraft-Kennziffern fuer Bundeslaender und Politische Bezirke der Republic Oesterreich (Index of Purchasing Power by State and Political District in Austria).* Published by the Gesellschaft fuer Konsum-, Markt- und Absatzforschung, Vienna. 16 pp.**

This German-language study contains the most detailed purchasing power statistics that have been compiled for Austria. A separate chart for each State gives, by province, its population and percent of the country's total, the number of households and percent, and each district's share of the nation's purchasing power. Vienna still represents the main center of purchasing power (35%), but growing areas to the West are becoming relatively more important, notably Graz, Linz, and Innsbruck. With the economy shifting from production orientation toward a marketing concept, this pamphlet is a very useful guide for any business organization whose products can be sold throughout the country.

Write: GfK—Gesellschaft fuer Konsum-, Markt- und Absatzforschung GmbH., Piaristengasse 16, 1080 Vienna VIII, Austria.

Need a lift?

Piggyback exporting is cooperative exporting. Companies that are not equipped to sell their products abroad themselves arrange with other companies already well established in overseas markets to sell for them. Their products 'ride' to market. The experienced exporters 'carry' them through their own distribution channels.

The carriers have an opportunity to round out or expand their product lines by taking on noncompetitive products made by riders. The riders have the benefit of the shipping, warehousing, advertising, and marketing facilities of the carriers.

The Commerce Department is registering potential riders and carriers in the new automated American International Traders Index and using a computer to match their interests.

"The Piggyback Program," containing a full explanation of the services offered by the Bureau of International Commerce, is for sale by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, for 15 cents.

***Cancellation of Agency Contracts (Kuendigung von Handelsvertreter-Vertraegen).* By Dr. Karl Schlessmann. Verlag Moderne Industrie, Munich. 256 pp. DM 24.60 (about $6.15).**

This German-language book is a useful reference for anyone with business interests subject to German commercial law. The author defines the various types of commercial agency relationships covered under German law and discusses the ways of ending these contracts, with an analysis of the rights and duties of each party to the agreement. Sections dealing with the rights of agents to claim compensation upon termination of the contract can be of special importance to American manufacturers and foreign traders.

Write: Verlag Moderne Industrie, Aachener Strasse 9, 8 Munich 23, Federal Republic of Germany.

***Taxation in France.* Prepared by Harvard Law School's Program in International Taxation. Published by Commerce Clearing House, Chicago. 1241pp. $25.**

This is an extensive and exhaustive description in English of the entire French taxation system. It is the 11th World Tax Series volume prepared by the Harvard Law School within the framework of its international tax program in cooperation with the U.N. Secretariat.

Primarily the work of Martin Norr, Research Associate at Harvard Law School, and Pierre Kerlan, Chief of the Treaty Section of the French Ministry of the Economy and Finance, *Taxation in France* covers taxes on capital transactions and on income from various sources, international aspects of taxation of individuals and corporations, computation of taxes, administration and procedures, and analyses of taxes other than income taxes.

Also provided are historical, political, economic, financial and legal background information, a glossary, abbreviations, sources and bibliography.

Write: Commerce Clearing House, Inc., 4025 West Peterson Ave., Chicago, Ill. 60646.

***The French Woman.* Press and Information Service of the Embassy of France. 16pp. Free.**

Describes women's political rights and activities, education, social legislation for women, and role of women in the French economy. Includes information about occupations, salaries, purchasing power, marital status, family standard of living and spending habits.

Write: Ambassade de France, Service de Presse et d'Information, 972 Fifth Avenue, New York, N.Y. 10021.

***The Woolen Industry in France. Conjoncture,* No. 77, March 1966, by Societe Generale, Paris. 6pp. Free.**

A two-page description in English of the French wool industry, its structure, geographical location, production, exports, and problems. Also includes 4 pages of graphs illustrating French economic activity in 1965.

Write: Societe Generale, 66-68 Wall Street, New York, N.Y. 10005.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1966—201-963/47

Calendar *for international traders*

ATLANTA—June 9—Export Conference, Field Office. Sponsors: Atlanta Field Office, Department of Commerce; REEC.

ATLANTA—June 23—Export Conference, Field Office. Sponsors: Atlanta Field Office, Department of Commerce; REEC.

BEAVER FALLS, PA.—June 15—"Join the March on Profits" Conference, Geneva College. Sponsors: Chambers of Commerce of Beaver Falls and Ellwood City; Geneva College; REEC; Pa. Department of Commerce.

BOSTON—June 7—Businessmen's Consultations by appointment only with Edward C. Howatt, Commercial Office, Melbourne, Australia. Field Office.

CHICAGO—June 9—International Trade Club, luncheon, 12:15 p.m., Sherman House.

CHICAGO—June 14—Automotive Exporters' Club, Builders Bldg.

CLEVELAND—June 22—Middle East Conference, 10 a.m.-12 noon, East Ohio Gas Co. Speaker: **John B. Breen, Bureau of International Commerce.** Sponsors: REEC; Cleveland Field Office, Department of Commerce.

DOYLESTOWN, PA.—June 13—International Trade Development Assn. of Bucks County, monthly meeting, 5:30 p.m., Conti's Cross Keys Inn.

HARTFORD, CONN.—June 9—Foreign Trade Workshop, 9:30 a.m.-12:30 p.m., Chamber of Commerce. Sponsors: Chamber of Commerce; REEC; Hartford Field Office, Department of Commerce.

HARTFORD, CONN.—June 9—Businessmen's Consultations by appointment only with Edward C. Howatt, Commercial Officer, Melbourne, Australia. Field Office.

JACKSONVILLE, FLA.—June 7—Export Conference, 2 p.m., Field Office.

KANSAS CITY, MO.—June 9—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

KANSAS CITY, MO.—June 23—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

MANSFIELD, OHIO—June 8—Export Expansion Workshop, 10.30 a.m.-2 p.m., Inn America Motel. Sponsors: Cleveland Field Office, Department of Commerce; REEC; Chamber of Commerce; Mansfield News Journal.

MIAMI—June 23—Export Workshop, 10:30 a.m., Field Office. Sponsors: Miami Field Office, Department of Commerce; REEC.

MIAMI—June 29—Export Workshop, 10:30 a.m., Field Office. Sponsors: Miami Field Office, Department of Commerce; REEC.

MIDDLETOWN, CONN.—June 8—Foreign Trade Workshop, 10 a.m.-12 noon, Chamber of Commerce. Sponsors: Chamber of Commerce; REEC; Hartford Field Office, Department of Commerce.

NEWARK, N.J.—June 16—Mobile "Profits in Exports" Conference, U.S. Steel Supply. Sponsors: U.S. Steel Supply; New York Field Office, Department of Commerce.

NEW YORK—June 6—Society of the Plastics Industry, meeting, Plaza Hotel. Speaker: **LeRoy Collins, Undersecretary of Commerce.**

NEW YORK—June 6-8—Consultations with William J. Drew, Commercial Officer, Bombay, by appointment only, Field Office.

NEW YORK—June 7—FCIB Round Table Conference, 1:30 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

NEW YORK—June 7—"Profits in Exports" Meeting, Chamber of Commerce, Long Island City. Sponsors: Chamber of Commerce; New York Field Office, Department of Commerce.

NEW YORK—June 8—American Management Assn. East-West Trade Seminar, Hotel Pierre. Speaker: **Lawrence A. Fox, Director, Bureau of International Commerce.**

NEW YORK—June 15—Businessmen's Consultations with members of U.S. Trade Mission to Guyana, Netherlands Antilles, and Surinam, Garden City Hotel, Garden City, L.I. Sponsors: Long Island Assn. of Commerce and Industry, Inc.; New York Field Office, Department of Commerce.

NEW YORK—June 16—FCIB Drug, Chemical & Food Export Club-Industry Group, 12:15 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

NEW YORK—June 21—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton.

NORRISTOWN, PA.—June 13—World Trade Assn. of Montgomery County, monthly luncheon meeting, Cross Roads Motel.

PHILADELPHIA—June 15—Conference on Packing, Shipping and Insurance, Field Office.

PHILADELPHIA—June 15—Foreign Traders Assn., meeting, 6 p.m., Brass Rail, International Airport.

SAN FRANCISCO—June 16—Conference on Problems in U.S.-Japan Trade, Fairmont Hotel. Sponsors: U.S.-Japan Trade Council, Inc.; Chambers of Commerce of Greater San Francisco and Oakland.

ST. LOUIS—June 14—Export Workshop, Monsanto Co. Sponsors: REEC; World Trade Club; Chamber of Commerce; St. Louis Field Office, Department of Commerce.

ST. LOUIS—June 28—Export Workshop, Doane Agricultural Service. Sponsors: REEC; World Trade Club; Chamber of Commerce; St. Louis Field Office, Department of Commerce.

WASHINGTON—June 13—Foreign Construction Conference of Associated General Contractors of America, Washington Hilton. Speaker: **Alexander B. Trowbridge, Asst. Secretary for Domestic and International Business.**

WHITE PLAINS, N.Y.—June 8—Westchester County Foreign Trade Council, monthly luncheon meeting, 12 noon, Rogers Smith Hotel. Sponsor: Chamber of Commerce.

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Our total annual exports have increased more than $6 billion in the last five years.

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summer jobs for Youth

YOUTH OPPORTUNITY CAMPAIGN

Act

Advise the nearest State Employment Office immediately of the number and type of summer trainees you need. Special Youth Opportunity Registers have been established so that young people can be referred to you quickly.

If you make your own hiring arrangements, write of your action to the Secretary of Commerce, Youth Opportunity Campaign Unit, Washington, D.C. 20230, giving the name of the trainee you have hired, so that the Secretary can acknowledge your participation in the Campaign.

U.S. DEPARTMENT OF COMMERCE / Bureau of International Commerce